

LEATHER *and* SHOES

The International Shoe and Leather Weekly

APRIL 7, 1951

WHITE





STYLE NO. 792
BROADMOOR
BLOOM-EASE, INC., MINNEAPOLIS

kankakee

CHERRY RED...COLOR NO. 726

Assuming added style importance in the fall fashion picture is KANKAKEE No. 726 Cherry Red. Introduced several seasons ago, this beautiful shade is perfect for casual footwear — and is in demand wherever fine shoes are sold.

RUEPING

FRED RUEPING LEATHER CO., FOND DU LAC, WISCONSIN, U. S. A.



LEATHER *and* SHOES

ESTABLISHED 1890

Vol. 121

April 7, 1951

No. 14

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THE NEWS

NPA ALLOCATES 95% APRIL HIDE AND SKIN SUPPLY
INTERNATIONAL SHOE CLOSES 12 PLANTS FOR WEEK
ARGENTINA RAISES HIDE PRICES AGAIN
WINSLOW BROS. & SMITH TO CLOSE NORWOOD PLANT
OPS JUNKS MILITARY SHOE PRICE EXEMPTIONS

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LEATHER and SHOES, The International Shoe and Leather Weekly, published weekly. Copyright 1951, by The Rumpf Publishing Co., 300 West Adams St., Chicago 6, Ill. Cable address: HIDELEATH. Subscription price: United States, \$5.00; Canada, \$6.00; Foreign, \$7.00. Single copies, 15c; back copies, 30c. Entered as second class matter Jan. 17, 1940, at Chicago, Ill., under Act of March 3, 1879. Additional entry at Boston. NOTICE TO SUBSCRIBERS: If you change your address, please notify us immediately. If you fail to do so, the Post Office will forward only two issues to a new location together with form 22-S, which should be sent us promptly. After that copies will be returned unopened.

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I enclose \$..... Please send me..... copies of "Bank Loans to Shoe Manufacturers" by E. Morton Jennings, Jr.

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"DEAR JOE . . ."

Love letters and gifts of a leather labor union to Uncle Joe

UNCLE Joe Stalin and world Communism will always have a fawning lover as long as the International Fur & Leather Workers Union is able to draw a breath. The abject idolatry of IFLWU in the throes of this red romance puts the greatest love stories of all history to shame.

Just recently, for example, Abe Feinglass, regional Midwest manager of IFLWU, was unable to restrain his passion of allegiance, so he sent a letter to William Z. Foster, head of the U. S. Communist Party and Stalin stooge, on Foster's 70th birthday:

"We of Chicago are grateful that many years of your life were spent in our community enriching the militant tradition of our labor movement. . . . Your courageous leadership and militancy will help the American working people meet the tremendous task history has now imposed upon them. . . . May your life and leadership continue for many long years."

"We of Chicago . . ." So thousands of Chicago-area leather workers—like it or lump it—were spoken for by Feinglass in his impassioned tribute to world Communism.

And here is another letter from lovers Ben Gold and Pietro Lucchi, president and secretary, respectively, of IFLWU, direct to heartthrob Joe in the Kremlin, hailing an anniversary of the Bolshevik revolution:

"Our members . . . know that in the world's first socialist country, there will be no unemployment, no exploitation or oppression of people or of nations, no discrimination. . . . Long live the Union of Socialist Soviet Republics and its great leader, Generalissimo Joseph Stalin."

Again note how the ardent Gold and Lucchi speak for "our members" in pouring out their affection and devotion for lover-boy Joe.

And here is Ben Gold again in a communication to Stalin, extending "fraternal greetings" on the anniversary of the October Revolution in Russia:

LandS Editorial

Reprints available at nominal costs:
Up to 100, 10¢ each; 200-500, 5¢ each;
1000-3000, 2½¢ each; 5000 or over,
1½¢ each.

"We join with many millions the world over, hailing the October Revolution and building of the Soviet Union as one of the greatest achievements of mankind. . . . Fur and leather workers of the United States and Canada salute the great Socialist country, the Soviet Union, erected on the indestructible foundation of Marxism-Leninism-Stalinism."

John Alden "spoke" for Miles Standish when proposing to Priscilla. And so Ben Gold takes the liberty to "speak" for tens of thousands of U. S. and Canadian fur and leather workers in gushing out his lovesick heart to Stalin. The gratitude of these workers that their inexpressible feelings could be so eloquently conveyed to Joe, must certainly be sublime and profound. That there is a single voice to compress and express their thoughts in one unanimous voice — it is surely the essence of labor democracy as it must be lived in a Paradise such as the Soviet Union.

Love Letters Not Enough

But as every ardent lover knows, love letters are not enough. What is romance without costly gifts, solemnly and humbly laid at the feet of the idol? And so in IFLWU's diary are the fondly noted presents. These were outright money gifts, amounting to tens of thousands of dollars presented out of IFLWU's treasury, consisting mainly of dues, and donated to the following Communists or organizations listed as Communist-front and subversive:

American Jewish Labor Council (\$45,000); May Day Parade Committee (\$1,455); The American Society for Russian Relief; Veterans

of the Abraham Lincoln Brigade; Southern Negro Youth Conference; Southern Conference for Human Welfare; Jefferson School of Social Science; World Youth Conference; Civil Rights Congress; The Jewish Council for Russian Relief; The Italian Confederation of Labor (dominated by the Italian Communist Party, headed by Palmiro Togliatti, to which, incidentally, IFLWU secretary Lucchi expressed a glowing tribute in writing); a fur coat to Ilya Ehrenburg, leading Soviet journalist whose poison-pen writings against the U. S. are infamous.

These, mind you, are only a small sample of the sources of money gifts made out of the IFLWU treasury to Communist or subversive organizations.

It is important, too, some IFLWU leaders believe, that the rank-and-file membership do more than pay lip service to that holy-of-holies, Joe Stalin. Active membership in the Communist Party is regarded as a more potent expression of love. For example, when the Congressional subcommittee hearings on IFLWU were in process in 1948, IFLWU members received a pamphlet, the tail end of which read:

"Rally to defend our union! In unity is our strength! Save our wages, union conditions; defend our union! Join the Communist Party! Read the *Daily Worker*!"

That pamphlet was signed by Irving Potash and Joseph Winogradsky, both officials of IFLWU. Potash is one of the Red Eleven, convicted in New York as a Communist with designs to overthrow the U. S. government, and is now up for deportation.

IFLWU's profound utterances of love for the Soviet Garden of Eden are a matter of public record — for all lovers have the biological urge to shout their feelings from the rooftops for the world to hear. But let us never forget that in the Garden of Eden there nestled a snake that has been responsible for all the sorrows of mankind.

The drinks are on us if you don't find KIDKO* the perfect sock lining material



You can get rid of your sock-lining problems right now by using KIDKO Sock-linings made with genuine leather base content. They stand up far better and wear far longer. Furthermore KIDKO actually adds trim eye-appeal to the inside of the shoe. And don't forget—you *always* save on costs when you use the best.

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*Trade name registered.

St. Louis Shoe



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Chairman, Entertainment



Julian Samuels, Jr.
General Chairman



Morris Kalman
Program

Record 3,000 Buyers Drawn To

ST. LOUIS SHOE SHOW

An order-booking show expected, with buyer interest intense

Registration of shoe buyers and merchants attending the fifth annual St. Louis Shoe Show, April

15-18, will be more than double that of last year. Attendance is expected to pass 3,000.

In 1950, the St. Louis shoe manufacturers produced 90,000,000 pairs; or 17 percent of the nation's total, for a dollar volume of nearly \$500,000,000. The industry in St. Louis employs 60,000 persons.

A total of 71 exhibitors—54 leading shoe manufacturers and 17 allied trades firms—will display at the show. The allied trades group will occupy the mezzanine at the Jefferson Hotel.

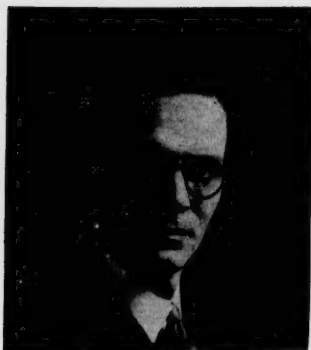
Statement by Julian Samuels, Jr., general chairman of the St. Louis Shoe Show, states, "Judging from the number of reservations for hotel rooms and the number of reservations for display rooms, the Fifth Annual Fall Showing of the St. Louis Shoe Manufacturers Association will be even more successful than any of the four which preceded it.

"We are highly gratified that buyers from all forty-eight states in the nation as well as from foreign countries, have come to regard St. Louis as the shoe capital of the world, and we consider the attendance at our showings a tribute to the style,



Retailers meet with members of the St. Louis Shoe Manufacturers Association, discussing plans for cooperation in staging the Fifth Annual Fall Showing of shoes in St. Louis. Seated from left, Paul Berwald, Senack Shoe Co.; Meade McCain, Swope Shoe Co.; Harvey Kopp, Boyd's; Sam Crasilneck, Vogue Boot Shop; Joseph Fortney, Queen Quality, and Vince Bush, Thomas W. Garlands, Inc. Standing, from left, Si Bland, president of the St. Louis Shoe Manufacturers Association; Gene Rison, chairman of the publicity committee; Jules Curtis, advertising manager of Scruggs-Vandervoorts-Barney, Inc.; Julian Samuels, Jr., chairman of the Show, and Arthur H. Gale, executive secretary of the Association.

Show Officials



Gene Rison, Publicity



*Harry Bennigson
Housing*



*Paul Atkins
Co-chairman, Entertainment*

quality, price and reputation of St. Louis-made footwear. This year's record attendance is twice as significant, we believe, because of the chaotic conditions in the shoe industry."

Mayor Joseph M. Darst of St. Louis has officially proclaimed the week of April 15 as St. Louis Shoe Week. Merchants throughout the city are cooperating with a welcome-to-visiting-buyers program. For example, Boyd's, a large downtown specialty apparel store, is devoting six of its display windows to the St. Louis Shoe Show.

Buyer interest in the St. Louis show is considered by far the most intense of any previous show conducted by the St. Louis Shoe Manufacturers' Association. Reasons are obvious: government price controls, allocations, possible shortages of materials, plans to alter price ranges to comply with the government's recently decreed cost-plus-margin pricing plan for retailers, military footwear orders, etc. In short, with shoe business—like all business—in the throes of change because of the national mobilization program, buyers are seeking a "sense of direction" for their own buying, pricing and merchandising programs for the season ahead.

Arthur Gale, executive secretary of the St. Louis Shoe Manufacturers Association, declared:

"We look forward to a good selling show. Although inventories are high we believe there will be a substantial amount of anticipatory buying. One factor which will influence buying is the ever-present threat of a shortage of materials. This factor, we believe,

will more than offset the confusion which has been caused by failure of the Office of Price Stabilization to be more specific in its directives."

In spite of shortages, both real and anticipated, production and sales of St. Louis-made shoes are appreciably higher than last year. Production figures are running 10 to 30 percent higher on women's novelty shoes, and from 10 to 35 percent higher on casuals. Sales are slightly under these figures due to the fact that manufacturers are building their own inventories for fall and winter selling. A definite shortage of desired types of shoes is expected

by many during the latter months of 1951, as more young men are taken into military service and more girls and women take jobs in military production work.

Men's and juvenile shoe production and sales are slightly higher than last year's figures, the over-all average amounting to about three to eight percent.

Transportation is regarded as an increasingly serious problem by some St. Louis shoe manufacturers—both in receiving raw materials and in shipping the finished product. This factor, combined with the possibility

(Continued on Page 49)



Mayor Joseph M. Darst of St. Louis signs his proclamation setting the week of April 15 aside as St. Louis Shoe Week, as members of the St. Louis Shoe Manufacturers Association look on. From left, Gene Rison, chairman of the Association's publicity committee; Arthur Gale, executive secretary of the Association; the mayor; Si Bland, president of the Association, and Julian Samuels, Jr., general chairman of the Shoe Show.

St. Louis

STYLE PROGRAM FOR '51

Despite controls and shortages, style gets a big push this year

In St. Louis, as in practically every other part of the country, some uncertainty prevails concerning the shoe fashion outlook for Fall and ahead. The root of it is obvious: existing and forthcoming government regulations, along with shortages of materials or products. As a result, St. Louis shoe producers will play it relatively safe for the season ahead, sticking to styles where sales are more assured and which do not run into complications of control and shortage factors.

Need Strong Selling

Nevertheless, this does not mean that last season's styles will be carried over to the new season. Every effort is being made to create new fashions—within the bounds of availability of materials—to spur sales. Shoe producers and distributors alike realize the need of strong merchandising ahead if sales are to be maintained, much less increased. There has been no "run" on shoe stores—no excessive demand for footwear. Because customers still have to be sold, every weapon in the artillery of merchandising must be used. This means a heavy push on the new-styles factor to inspire consumer interest and motivate sales. St. Louis, being one of the most style-conscious and sales-conscious shoe centers in the country, intends to apply the "big push" for Fall '51.

Due to leather shortages and uncertainties, fabrics are receiving a big play, especially flannel and tweeds, in women's shoes. Shoe manufacturers are building inventories on designs which can be adapted to shortages in component parts of the shoe such as steel for buckles, eye-

lets, shanks and metal trim and rubber products used in the construction of the shoe.

It is generally believed that regulations on style, such as M-217 of the last war, will not be imposed on footwear. Of greater fear is the restrictions placed on supplies by the producers, such as leather and other vital materials.

In the women's novelty field, pumps are practically the only type considered because of their adaptability to either plain treatment or elaborate trim.

The casual field is taking the play away from the novelty field in some companies since they can be adapted more readily to fabrics and synthetics, in case the leather problem becomes more acute as the year progresses. Foam rubber laminated insoles are gaining in favor among the casual shoe manufacturer and the suppliers of this material have assured the shoe men that there is an adequate supply left of this material to last for some time.

Darker Colors for Men

Color in men's shoes is tending toward darker shades. The red shades of last year have been replaced with browns and black is coming back, although not in sufficient volume to replace the browns.

Emphasis is placed on stitching rather than on perforation for trim. The slip-on tieless oxford is holding the gains it made last year.

The trend is away from the heavy treatment with soles as much as 3-iron lighter than last year. Grain leather is being held over from last year but the grain is smaller and the colors lighter.

Plateau and wall type lasts are featured in young men's shoes. The loafer type for sports wear is using gore for adjustment.

In the juvenile field, pillow type embossing on the vamp, saddle and types are new in both boys' and girls' footwear. Embossing is also used to create the effect of stitching on heavy side leathers.

Women's styles are still the vogue for the little girl as much as is practical. The leading designs show strap treatments for party wear and saddle oxfords and sandals for school and playtime.

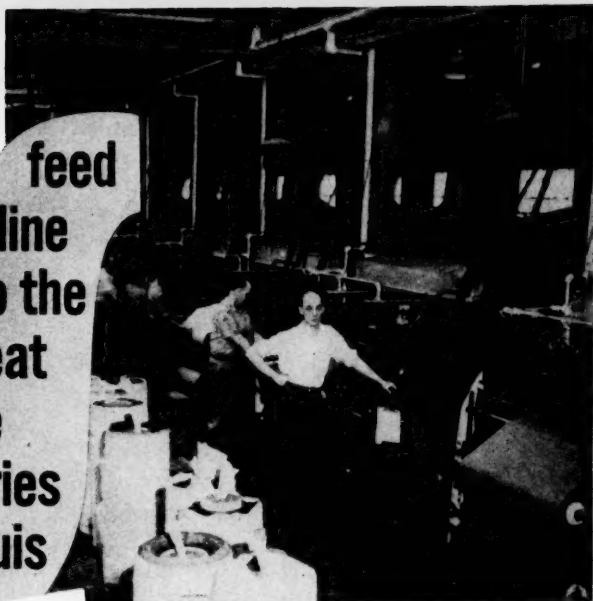
Boys Style-Conscious

Boys' shoes are running the gauntlet with side buckle straps on bluchers, Goodyear plug vamps, ghillie ties with rawhide lacing, notched welting, extension edges, all-around welt on stitched heel seats and woven vamps. The boy of today may be even more style-conscious than his sister.

The only major change in lasts this year is the narrow toe wall last for women. The fashion in skirt lengths will determine if this last will become popular. If the skirt length remains low this last will become the fashion leader, but if the hem line goes up, as predicted by some fashion experts, the rounded wall last toe will retain its standing, due to the shortening effect this shoe has on the foot. The narrow wall last is now being used on high style designs only but as so many innovations introduced in this field, if it becomes popular it is immediately accepted by the popular price field.



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great
shoe
factories
of St. Louis



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BROOKLYN 6, N.Y.**

St. Louis

SHOE SUPPLIES OUTLOOK

Tighter all around conditions—but not insurmountable

While the outlook for leather supply has held the spotlight over recent weeks, increasing attention is being given to the great variety of other supply materials and products essential to shoe manufacture. While St. Louis shoe producers do not see a bottleneck resulting from these supply shortages, many do believe that in some instances an obstacle course will be created, necessitating the use of ingenuity and substitution.

Government regulations plus shortages affecting basic materials such as metals, textiles, rubber, chemicals, etc., will not, however, slow down the flow of essential shoe supplies in the foreseeable future, according to St. Louis producers.

In fact, despite certain limitations, the flow of supplies is expected to step up somewhat, now that some price stabilization is in order. There had been a temporary lull or hand-to-mouth ordering in some fields of supply while government pricing and supply regulations were being fashioned in Washington. Now, however, with a better sense of direction in view, along with a sense of price stabilization, shoe manufacturers are able to do more accurate price planning and hence more large-scale ordering of supplies.

Shoe manufacturers' suppliers are carrying a much larger inventory at this time than they would normally under more favorable conditions. This inventory is running as high as 40 to 60 percent, depending on the availability of raw materials. Prices are approximately the same as last year, although there is still some confusion on ceilings.

A run-down on the supply market has uncovered the following conditions:

Chemicals

Because of their uses in military needs, Titanium and Dioxide Lithopone are in very short supply for civilian use. Other pigments used in leather finishes are also scarce but are available on allocation. Neoprene, used in synthetic cement, is also under allocation by the producers, based on last year's use.

Resins and gums from the Far East are still available and no serious shortage is expected from this source unless an all-out war develops in that area.

The flow of coal tar solvents used in making cement and resin emulsions has slowed to a trickle with no relief in sight.

The steel cutback for civilian use has forced the shoe and leather chemical producers to charge a high deposit on steel drums to assure their return when empty. Cans for shipping smaller quantities of cements and shoe finishes are also in acute short supply.

Rubber

Although the supply of natural rubber is inadequate, users of this material are not too concerned. During World War II they developed the synthetic rubber that was so satisfactory that its use was not discontinued for certain types of work when natural rubber returned to full supply. Although the G.R.S. type of synthetic rubber is being increased, full needs are not yet available, but it is expected that this type of rubber will eventually fill the specific needs for which it is intended.

Leathers

To say that the price ceilings on hides and skins has the shoe manufacturer confused would be putting it mildly.

Tanners have been allocating side and upper leathers. This, plus the inventories the shoe men have on hand, permits the shoe producers to concentrate for the moment on other shortages in this category. Kipskins are in short supply but the real problem is sole leather.

Shoe men are seeking substitutes for these vital products and most of them have been successful to a degree by using fabrics in uppers to conserve their inventories and present supply of leather and by using synthetic soles.

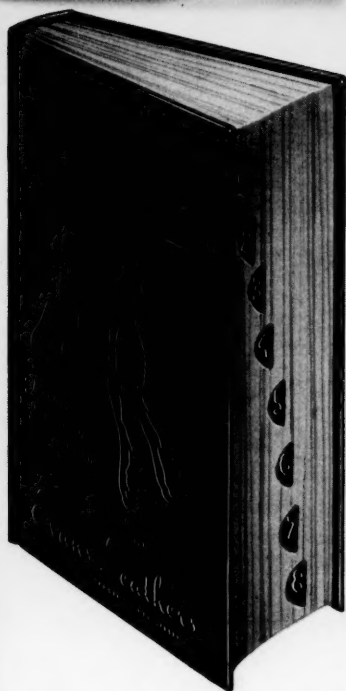
Fabrics

There is a good supply of cotton and woolen fabrics and no serious shortages are expected from this source. The only shortage in the fabric field is nylon, which is almost impossible to get.

Shoe Patterns and Cutting Dies

Brass binding is causing the pattern makers some headaches. Although they have been eventually getting full orders on brass, it is delivered in such small quantities that it is causing anxiety as to when the next shipment will be received. No shortage in pattern board is expected as there seems to be an adequate supply of this material on the market to take care of the needs for some time.

(Concluded on Page 55)



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Who tans glove leather?
Is there a tanner in Ayer, Mass.?
Who are the big shoe buyers in Chicago?
Who's the buyer for the Shoe Corp. of America?
Who makes heel coverings for shoes?
How many glove manufacturers are there and where are they located?
Who makes tanning chemicals?
Where are the hides and skins brokers, dealers, importers and exporters?
How many pairs of shoes were produced in 1950?
Where are the leather wholesalers located?
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*A leather goods manufacturer**

*Names upon request.

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When shoe manufacturers want to locate the manufacturers of, let us say, fabrics, or trimmings, or patterns, or midsole material, or cutting room machinery—or any one of 237 products or services used in shoe plants, they do not have to wade through incomplete files or piles of direct mail matter. They simply turn to Part 3—the *Shoe Manufacturers' Materials, Supplies, Equipment and Machinery* Section of the BLUE BOOK, and there they are.

When a manufacturer wants to buy leather—any kind or type—he simply refers to Part 4—the *Leather Section* of the BLUE BOOK and he can make his selection in minutes—saving many hours every week.

When tanners want to buy chemicals, extracts, finishes, oils, compounds—or machinery—or any one of 273 products or services in tanning, they have all of the sources listed by product in Part 5—the *Tanning Materials, Supplies, Equipment, and Machinery* Section. Tanners have saved many tedious hours through the BLUE BOOK'S complete listings.

And these are only a few of the examples of how the BLUE BOOK saves time and money by making it easy for buyers and sellers. Everybody who buys anything for tanning or shoe making—anything from hides and skins through leathers, materials, supplies, equipment, machinery, to all of the accessories for finishing, boxing, labelling—can save time by using the BLUE BOOK, the complete buying directory of the industry.

If you *buy* for your firm, make it easier for yourself with the BLUE BOOK.

If you *sell* to any part of the industry, get to the right man fast, while he's doing his buying, with a factual story about your products or services in BLUE BOOK advertising. You make it easy for the buyer to locate you, easier for him to order your products!

THE ONLY COMPLETE DIRECTORY OF THE SHOE and LEATHER INDUSTRY

● There is no other directory anywhere that gives the shoe and leather industry such a complete *information center* on all products and services. It's no wonder the industry makes daily use of this volume which has organized buying information into 10 complete sections, minimized cross references, and brought under a single cover information needed to simplify buying!

The BLUE BOOK speeds up every step in inter-industry contact, brings buyer and seller together daily, places the seller's information before the buyer at the exact moment he needs it—*when he is buying*.

Hundreds of firms serving every segment of the industry take advantage of the unexcelled opportunity the BLUE BOOK provides to place all of the information about

their products or services in the pages of the BLUE BOOK. If you sell any part of the field, sell through the BLUE BOOK — *the buyer appreciates the facts you give him*.

Your advertising message appears in the section covering your product, near your firm's listing, where the buyer can quickly absorb your facts, get the answers to his questions, and *send you the order*. Shoe and leather industry buyers today, more than ever, need your help to make buying easier, to speed up production, to meet increased demands. Put your facts in the new, completely revised, and enlarged edition of the BLUE BOOK.

Be sure you receive your copy of the new 31st Edition of the BLUE BOOK by subscribing to LEATHER AND SHOES now.

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**SEASON—
UNLIMITED**

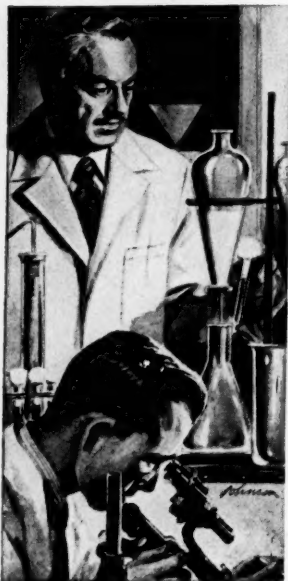
**CALF SUEDE
KID SUEDE
CARR-BUCK
SMOOTH CALF**



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How your dollars
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AT CANCER**



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RESEARCH
that saves lives

In the past six years, the American Cancer Society has devoted \$16,856,000 to the support of *Research*, chief hope of millions of threatened cancer victims. Science has given us improved techniques in diagnosis and treatment that have saved thousands of lives. Your contribution to the Society also supports *Education and Service* to the cancer patient.

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"CANCER" in care of
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ST. LOUIS "SHOE VIEW"

A novelty presentation for retailers

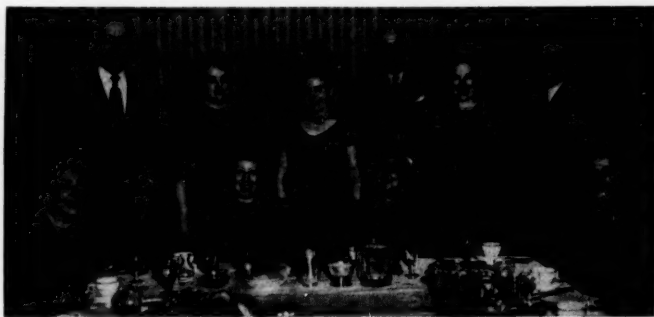
The St. Louis Women's Shoe Group, recently organized for the purpose of coordinating shoes with other wearing apparel, will embark on their first major undertaking at the St. Louis shoe show and will be designated "St. Louis Shoe View."

Designed solely for the retail shoe buyer, the exhibit will feature two one-half pairs of shoes from each of the 43 members of the St. Louis Shoe Manufacturers Association, making a total of 96 shoes which will be displayed with sample fabrics and accessories that will fit the occasion for which the shoe is intended.

For instance, in women's shoes both casuals and novelty shoes will be grouped with the dress or suit material suitable to that particular type of shoe. Men's and juvenile shoes will be displayed in the same manner.

The exhibit, which will be in Room 101 at the Statler Hotel, will be attended by a member of the group each day of the show who will answer questions on colors, types, materials, leather and fashion coordination of each of the shoes, and only shoe buyers, merchants and fashion editors will be permitted to visit the display.

Members of the organization are: Alice McCallister and Virginia McCune of the St. Louis Shoe Stylists; Betty Jones, fashion coordinator for International Shoe Co.; Kay Sleater, fashion editor for *Creative Footwear*; Ruth Klump, fashion coordinator for Valley Shoe Co.; Lib States, fashion coordinator for Johnson, Stephens and Shinkle Shoe Co.; Blossom Streeter, fashion editor for *Footwear News* and Odile Oetter, assistant manager of the St. Louis Shoe Manufacturers' Association.



The St. Louis Women's Shoe Group discusses plans for a display of shoes by members of the St. Louis Shoe Manufacturers' Association at their Fifth Annual Fall Showing. Members of the group are, from left, seated: Mrs. Elizabeth States, fashion coordinator of John, Stephens & Shinkle Shoe Co.; Miss Betty Jones, fashion coordinator of International Shoe Co.; Mrs. Blossom Streeter, fashion reporter, *Footwear News*; and Miss Odile Oetter, assistant secretary of the St. Louis Shoe Manufacturers' Association. Group members standing, from left, are: Miss Alice McCallister, of the St. Louis Shoe Stylists; Mrs. Ruth Klump, fashion coordinator of Valley Shoe Corp.; Miss Virginia McCune, of the St. Louis Shoe Stylists and Miss Kay Sleater, midwest editor of *Creative Footwear*. Also standing are: John Dunbar, president of the Dunbar Pattern Co., and Arthur H. Gale, executive secretary of the St. Louis Shoe Manufacturers' Association.



try



BETTMAN ARCHIVE

METHOCEL ... *a superior synthetic gum!*

Wherever pasting is used, METHOCEL (Dow Methylcellulose) offers many real advantages. Its excellent binding properties promote more economical operation and control of the drying of pasted leather. Also the availability of Methocel in a high range of viscosity types provides a pasting medium having wide formulating possibilities.

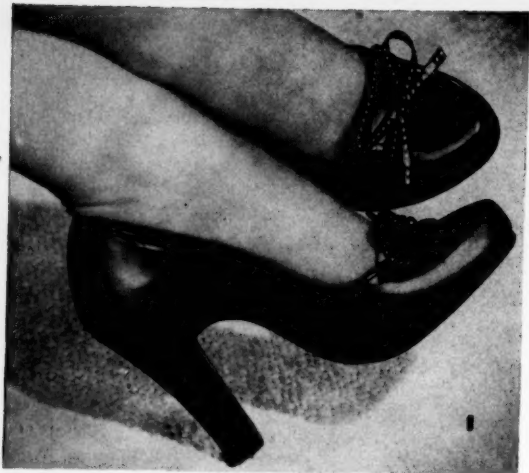
Methocel may be conveniently compounded with modifying adhesives for use with many types of leathers. These formulations can be so designed to insure easy removal of the adhesive after drying, from both the hide and pasting plates.

Methocel is a chemical of ever growing usefulness. In the powdered form, it is easy to handle and can be dry mixed with other ingredients or used directly from water solution. If you have not yet tried Methocel, write Dept. ME 104 for your free experimental sample, plus helpful information on its uses in the leather industry.

THE DOW CHEMICAL COMPANY

MIDLAND • MICHIGAN





Saint Louis
FALL



'51 SHOWINGS



1. De Liso Debs
2. "Weather Teens"—Peters Shoe Co.
3. "Risque"—Monogram Footwear, Inc.
4. De Liso Debs
5. "Delmanette"—Hamilton Shoe Co.
6. De Liso Debs
7. "Paradise"—Brauer Bros. Shoe Co.
8. "Penalga"—Hamilton Shoe Co.
9. "Rhythm Step"—Johnson, Stephens & Shinkle
10. Brauer Bros. Shoe Co.
11. De Liso Debs
12. "Poll Parrot"—Johnson & Rand Shoe Co.
13. "The Rand"—Roberts, Johnson & Rand
14. "Red Goose"—Friedman-Shelby
15. "Robin Hood"—Brown Shoe Co.



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plus dependable uniformity

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LEATHERS**



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CRYSTAL
SHEBEAU SUEDE
COSSACK
PLAPAC
SKEET

**SOLE
LEATHERS**



CROPS
BACKS
BENDS
OFFAL
OUTSOLES
INSOLES
COUNTERS

Armour
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CHICAGO
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"NO BREAKAGE TO BACK SEAMS"

"NO DISTORTION OF TOP LINES"

"EASIER ON OPERATOR"

"KEEPS SHOES IN BETTER SHAPE"

"SAVINGS HELP PAY LAST COSTS"

that's what
users say about
SLIDE-O-MATIC
the revolutionary last
that really shortens!

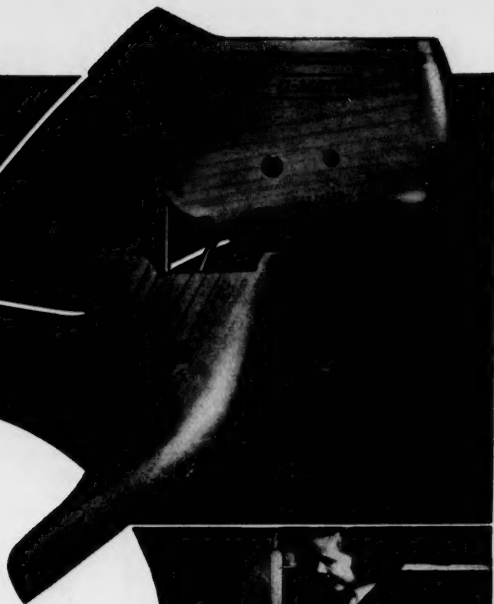
What shoe manufacturer hasn't wanted a last that would remove quickly, easily... eliminate strained and broken back seams and bindings... make last insertion in pre-fitted uppers rapid and easier on the operator... simplify and speed up relasting? Now such a last is available in Slide-O-Matic and here's what present users have to say:

"Since using the Slide-O-Matic, we find absolutely no distortion of top lines and no breakage or damage to back seams."

"The last makes it possible for an individual of not too great strength to operate the machine."

"The last speeds up last pulling to a considerable degree."

"We find that it is much easier to hold a tight top line with Slide-O-Matic than with the old conventional hinge. In fact, it seems to keep the shoes in better shape all the



Slide-O-Matic is shortened without effort on a simple treadle operated machine.



No notch in the cone, no opening in the bottom of Slide-O-Matic gives unbroken supporting surface for proper settling of material to the wood... aids shape retention.

way through. Without it, relasting would be practically a hopeless job for us."

Every Slide-O-Matic user reports benefits which have improved his production, speeded his lasting operations or controlled his costs. For example, manufacturers of slip-lasted shoes can shorten the last, turn platform covers and reclose the last faster than by any other technique.

What Slide-O-Matic is doing for many types of shoe making, it can do for you. Write for literature or ask your United Last representative to call.

UNITED LAST COMPANY

BOSTON, MASSACHUSETTS

NEW DEVELOPMENTS

What industrial science is doing to improve the job

CUTTING BLOCK

The "Cut Rite Bloc," a new, long-lasting cutting block that contains Hycar nitrile type rubber, has been especially designed for use in cutting leather, rubber, cloth, canvas, cork, soft plastics, fibre and paper products used in the shoe industry.

Outstanding features of the new product include its provision of fast and economical cutting operation, extra cutting efficiency, and lower costs. Cutting noise is noticeably reduced; there is no soiling by sawdust or discoloration of the materials being cut; cutting dies remain sharp for long periods, and do not break; uniform cutting is assured in summer and winter. According to the manufacturer, maintenance of the block is negligible and die replacement is reduced considerably.

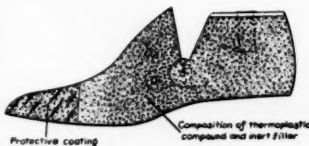


The Hycar rubber component gives the block its exceptional resistance to oil and grease, provides it with great impact strength, and general all-around durability. Hycar is a product of B. F. Goodrich Chemical Company.

Source: Rubber Engineering and Chemical Co., Lake Zurich, Illinois.

PLASTIC LAST

This last is made of a thermoplastic, long-chain molecule compound. It may also incorporate a mixer comprised of inert filler of ground cork, wood flour, cotton floc, or any combination of these. The idea revolves around a compound to retain tacks and nails repeatedly driven approximately into the same hole.



This material next goes into the mold, after which it is removed for the cleaning off of all the "flash" surplus so that the plastic last emerges a replica in shape to one of wood.

All metal parts, hinges and the like, may be inserted while the molded material is soft; or the same result may be accomplished by pre-heating the metal parts before setting in place.

Some of the problems already encountered in the making and use of plastic lasts are the organic solvents that eat into the plastic. In such cases, the last has to be coated with an insoluble filler, spraying it on or dipping the last into a kind of varnish-like mixture.

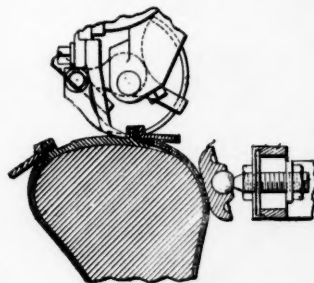
To guard against breaking the edge of the last, during falls and pounding, a suitable coat of varnish has to be applied.

Source: Pat. No. 2,521,072; S. P. Lovell, Newtonville, Mass.

WELTING MACHINE BUMPER

The mechanism of the bumper stresses a wide convex button that takes the place of the old, solid bumper. The flat surface on this button is wide enough to prevent a creasing or scarring of the upper stock through bumper spring pressure.

The mounting of this button on a swivel makes the button self-adjusting to any position desirable caused by the different contours of the shoe.



Another feature is that the button constantly rotates under the pressure of the spring outwardly pushing against the shoe. This rotation that occurs under feeding pressure prevents any marking or scarring. In other words, owing to the fixed position of the solid type of bumper, whose edges do not conform to the shoe contours, there is bound to be a creasing or cutting of the upper. Of course, this is often minimized by covering the bumper with leather that frequently has to be replaced due to its habit of picking up wax on its surface.

This new type of bumper is especially good for deep shanks.

Source: United Shoe Machinery Corp., Boston; Pat. No. 2,520,211.

IF YOU MAKE SLIP-LASTED SHOES . . .

CONTROLLED STITCHING will guarantee uniform stitching throughout . . . Both sock-lining and wrappers . . . Easier to last . . . no rejects . . . it all can be done with inexperienced help.

IMPOSSIBLE?

We dare you to challenge these claims.

AJAX MACHINE CO., 170 Summer St., Boston, Mass.



Look what's back of this trademark



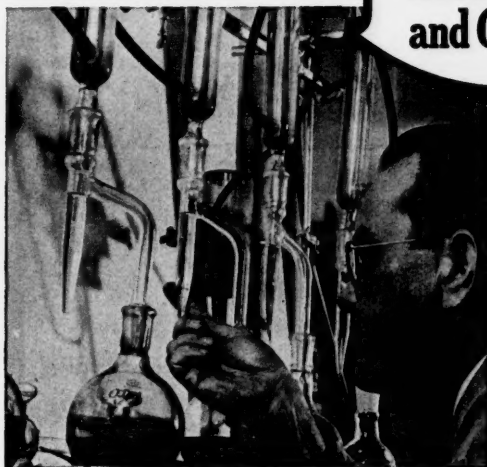
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and Greases**



Exacting Manufacturing Standards



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The makers of Gargoyle Leather Oils and Greases offer you the services of skilled field technicians who are specialists in leather oils and greases, and in their correct application . . . research facilities and leather chemists to help solve your special problems . . . products made under the most exacting manufacturing methods to assure top quality . . . 85 years of practical experience. Give us a call.

SOCONY-VACUUM OIL CO., INC., TANNERS DIVISION, 26 Broadway, New York 4, N. Y.



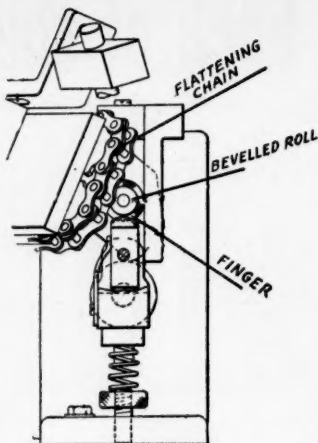
QUALITY AND SERVICE SINCE 1866

LASTING MACHINE

The efficiency of a side-lasting machine must be determined by the degree of pull sustained, not in one shoe, but in a day's production. This new machine has a bevelled roll whose knurled surface wipes the stock either constantly or intermittently, depending on the need of "back tracking" in order to give additional lasting wipe to resisting leather.

This bevelled roll is positioned above another and opposing surface called a gripper. These two parts function as pincers. This pincer action is accentuated by a compression spring against the bottom gripper, called a finger. Though this finger does not feed the work as does the bevelled roll, it does yield with the feeding of the shoe through an oscillating movement making for smooth feeding of the work, easy pulling up of the upper, and even distributing of the leather, especially about the toe.

In securing additional pull with this combination, the operator, in pressing down on the treadle, causes an opening between the grippers so that when the foot is released, the bevelled roll has opportunity to take



a deeper bite on the surplus stock.

Into this machine is incorporated a bicycle type of chain. This chain not only flattens the material to the wood but gives that additional pull on the upper before the cement tack on upper and insole has formed its bond.

The ease with which even deep shanks may be lasted as easily as the sides deserves consideration; the entire assembly provides for unre-

strained dipping of the shoe in process.

This machine is made for lasting toes and heels of California and unlined shoes to be flat-lasted, with greater possibilities in other constructions.

Source: United Shoe Machinery Corp., 140 Federal St., Boston; Pat. No. 2,516,942.

MEASURING RUBBER MOISTURE

An improved apparatus for precise determination of moisture in rubber has been developed by the National Bureau of Standards. Possessing significant advantages over devices now available commercially, the new apparatus should provide a rapid, simple means for accurate determination of water in leathers, also.

In connection with a broad program at the Bureau on the chemical and physical properties of Government synthetic rubbers, it became necessary to determine the small amounts of water present in certain types of synthetic rubber which could not be analyzed by the usual procedures. The Bureau therefore developed the improved apparatus.

(Continued on Page 52)



The SPEEDFLEX Cementer

The oddest shapes are properly cemented on the new SPEEDFLEX. It's so quiet and so easy to keep clean . . . economical, too!

You'll be able to see it and to try it yourself. We'll have two models at the Exhibition in May — Sunday through Tuesday, the 20th, 21st and 22nd.

Remember, at Booth 317 in the Hall of Mirrors, the Netherland Plaza Hotel, Cincinnati, Ohio, shoe machinery, parts and supplies will be exhibited.

BOSTON MACHINE WORKS CO.
LYNN MASS. U.S.A. C.

BRANCH OFFICES:

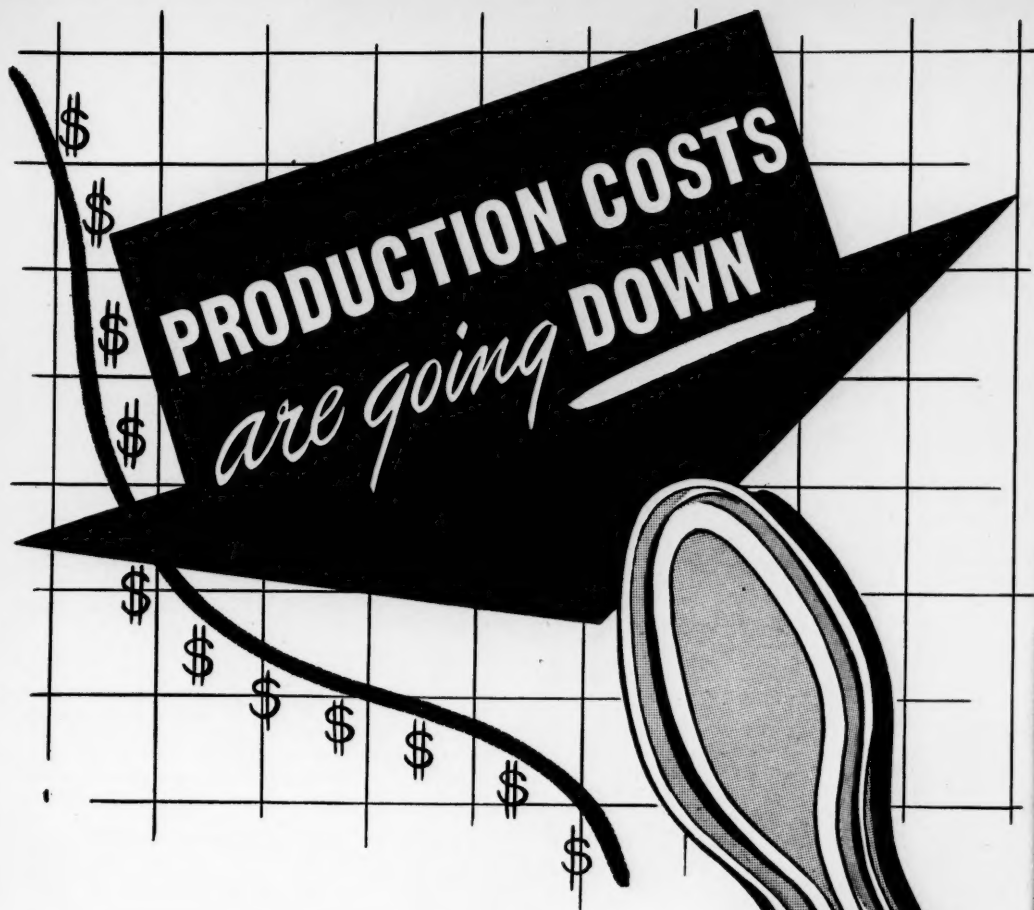
Waltham, Mass.
Johnson City, N. Y.

Columbus, Ohio
Cincinnati, Ohio

Chicago, Ill.
Milwaukee, Wis.

Kitchener, Ont.
St. Louis, Mo.

Toms River, N. J.
Los Angeles, Cal.



The NEW Prime Innersole No. 2 for welt construction makes money for you by effecting substantial savings in production costs. *Faster?* Yes, much faster production. Add to this such important shoemaking qualities as added *strength without rigidity* and *more exact margins*.

Has this NEW Prime Innersole No. 2 been tested under actual shoemaking conditions? Of course! And it has been found to fill a great need in today's highly competitive market.

Big claims, you say. Well, let's prove them to you.

PRIME MANUFACTURING COMPANY
LYNN, MASSACHUSETTS



Shoe industry disturbed by poor Easter business. Manufacturers had been hoping for pick-up in retail sales which would eventually be reflected in their own sales. Tanners also hoped active consumer sales would help empty retailers' overstocked shelves, result in new orders for shoe manufacturers and themselves.

Although results not in yet, reports have it one of poorest Easters in years. One reason is early Easter. Another is Government dilly-dallying on price situation which has led many to put off buying, wait for more definite ceilings, possible rollbacks. Poor business reflected generally in sales of children's as well as men's and women's shoes.

Overall effect of poor retail sales now being felt in most shoe factories. One-week shutdowns in many Brown Shoe Co. and International Shoe Co. plants (L&S, March 31, April 7) act as tipoff. Many other shoe plants either doing same or cutting production to the bone, working 3 days a week. No prospect of early pick-up since the slow season is beginning.

Easter sales particularly disappointing since early 1951 retail sales have been generally promising. For example, sales of shoes in independent retail stores during Feb. dropped 24 percent from Jan. but were still 12 percent ahead of Feb. 1951. Sales for Jan. and Feb. 1951 combined were 23 percent ahead of comparable 1950 period. Department store sales show substantial gains over early months of last year as do shoe chains and mail order houses.

Small wonder shoe production in first quarter is estimated at 135 million pairs, fully six million pairs above 128,858,000 pairs produced in same period 1950. Despite Government temporary freeze on hide and skin sales holding up recent leather production, plenty of leather was available and sold in late 1950 and early this year. With early retail sales so promising and with Armed Forces talking at least 22-25 million pairs for the year, shoe manufacturers had plenty of reason to turn on steam.

Now the tables have taken temporary turn. Slowdown in sales at retail level, continued price difficulties, temporary cancellation of three million pairs boots and shoes by Army, full retailers' stocks, refusal of OPS to extend price exemptions on shoes for military have all combined to darken the outlook.

It's wise, however, to take heed of Tanners' Council's recent admonition before going off deep end. "It comes as a surprise to a good part of the trade that the usual seasonal condition has developed recently. Yet every year for decades, with the exception of the war and immediate postwar years, Easter signals a shift in gears. And there is no reason why 1951 should be exempt from seasonal influences."

Shutdown of Winslow Bros. & Smith Norwood, Mass., tannery significant in one respect. Action indicates trend towards specialization in operations of many tanneries. Smaller plants which can be run much more cheaply are absorbing work of larger tanneries which are uneconomical to run in many cases. Winslow closing attributed to this. Norwood plant operations cost as much as 25% more than any one of Winslow's eight other plants where work, formerly done in Norwood, will be spread.

State Department gradually tightening up on major leaks of strategic materials, including hides and skins and tanning materials, to Soviet Russia and satellites. First instance was discouraging of Argentine shippers from selling huge quantities of quebracho extract to Red China (L&S, Feb. 24). Chinese were stocking quebracho at phenomenal rate until Argentine stopped shipment.

Latest step is agreement by Swiss Government to ban re-export eastward of strategic materials purchased from the U. S. or Western European countries. Swiss agents were buying goods and materials in West, reselling them to East. Allied officials were much concerned with leaks in Switzerland and Sweden, claim now to have this particular situation cleaned up. In addition, U. S., Great Britain and France have finally agreed on "general embargo" of goods on strategic material list (including hides, etc.), now trying to persuade rest of Western Europe to abide by embargo.

Rubber and composition soles used in Jan. held record high rate of 45% of total production reached in Dec. 1950. With 43,675,000 pairs of shoes produced in month, 17,189,000 of 38,550,000 with all leather uppers contained rubber and composition soles. Rate now appears to have reached temporary peak but will apparently hold at 45% level for some time to come.

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A
LEATHER
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SHOES STYLED BY
BELLEVILLE[®]

"These styles are from the BELLEVILLE selection of shoes for boys and men of all ages. All of our patterns are carried in . . . men's, boys' and youths' sizes and your Vegeleen leathers are excellently adapted to the special requirements . . . of these size runs, maintaining one standard of quality throughout." (Belleville Shoe Co.)



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SALES LAG SEEN PRICKING PRICES

SLOWDOWN FORCES CEILINGS TO SOFTEN

Tanners Report Trading At Low Level

The continuing slowdown in leather and shoe sales, increasingly evident over the past two weeks, hit the market more forcefully this week as both tanners and shoe manufacturers reported a softening of leather prices in many lines.

Price concessions, particularly on various types of upper leathers, appeared to be the rule rather than the exception as tanners found interest hitting low levels. Shoe manufacturers, faced with a seasonal slowdown, disappointed in many cases by cancellation of bids on three million pairs of Army boots and shoes, were conspicuously absent from the leather markets.

Late in the week, reports circulated throughout the trade that some shoe manufacturers were able to buy upper leathers at prices under tanners' cost levels. Although this was not general, many tanners were willing to sell below individual ceilings just to keep leather moving.

A good part of the slowdown was credited to seasonal factors by both tanners and shoemen. With Easter out of the way, most shoe factories were "shifting gears," waiting for orders to pick up before pulling out the stops again on production.

Effect of the sales lag stretched all the way to hides and skins. Despite announcement by the National Production Authority of April hide and skin allocations, packers were slow to sell and tanners appeared in no rush to buy.

NPA allocated 95 percent of estimated April supply of domestic cattle hides, calf and kip skins to tanners and contractors, held off five percent for contingencies, such as firms which have not filed necessary forms or have given NPA insufficient data.

Total April allotment of 1,464,000 cattle hides, although 18 percent above March allocations, represents about 75 percent of what tanners produced on a monthly average over 1950. March permits represented about 60 percent. NPA also allotted 649,000 calf skins or 80 percent of one month's processing and 169,000 kip skins or 60 percent of a month's processing.

Prompted by slower leather business and recent heavy shipments of hides and skins, tanners were cautious in their rawstock buying. The Big Four packers gave small indication of what they were offering.

Shoe manufacturers were facing temporary slowdowns. Most had overproduced in the last half 1950 and first quarter 1951. Active military footwear buying and civilian sales had kept factories humming. Even when orders were not pressing, manufacturers appeared confident of eventual business, kept channeling shoes into instock departments.

Another factor posing difficulties for shoe men was the failure of OPS to extend price ceiling exemptions on military footwear. Many manufacturers claimed they would be unable to bid on military orders under present ceilings.

Despite the many temporary headaches, long range prospects still looked good. The industry was still basing its optimism on events of 1940-1942 when retail shoe sales jumped from \$53 million in 1940 to \$64 million in 1941 and \$82 million in 1942. Similarly, shoe production soared from 404 million in 1940 to 498 million pairs in 1941. Both production and sales this year were running well ahead of 1950, gave promise of setting a new record.

New England Shoe Foremen Elect Officers

Stanley Halperin was elected president of the New England Shoe Foremen's and Superintendents' Association, Inc., at the group's annual meeting held March 31 at the Hotel Bradford, Boston. Some 250 members were present.

Other officers named for the year were Ben Fish, 1st vice president; Chet Rodenbush, 2nd vice president; Hyman Stahl, 3rd vice president; Henry Meirs, treasurer; Harry Kimball, recording secretary; and Louis Lulow, financial secretary.

Directors elected for a three-year term are Myer Brenner, John Calder, Myer Graff, Al Joyce, A. Wm. LaTorre, Abe Rogoff and Walter Mayo. Myer Sussman and Irving Zamcheck were named directors for a two-year term.

Anthony LaTorre, retiring president, was cited for his contributions to the organization and presented with a diamond-studded membership pin by John Cocazella, former president.

OPS NAMES RUBBER SOLE & HEEL ADVISERS

Group Studies New Pricing Regulation

The rubber sole and heel industry took a decided step in the direction of new pricing regulations this week when a representative group of industry executives met in Washington with OPS officials to discuss cost-price problems.

The group of 10 executives to be known as the Rubber Soles and Heels Industry Advisory Committee was appointed April 4 by OPS Administrator Michael V. DiSalle through Mrs. Ethel B. Gilbert, OPS Director of Industry Advisory Committees. This week's meeting was the first held. No details were available at press time although an OPS spokesman said new pricing schedules for the industry were being considered.

The following shoe products executives were named:

Fred A. Lang, The B. F. Goodrich Co., Akron, O.; Harry L. Post, The Goodyear Tire & Rubber Co., Inc., Akron, O.; E. J. Mathews, United States Rubber Company, New York; M. J. Bernstein, treasurer, Panther-Panco Rubber Company, Inc., Chelsea, Mass.; R. M. Hoffman, vice president, Victor Products Corp. of Penn., Gettysburg, Pa.; Morris Eisen, president, Holtite Manufacturing Company, Baltimore 30, Md.; A. Cushing Cutler, treasurer, Alfred Hale Rubber Company, North Quincy 71, Mass.; Sol Schwaber, president, Monarch Rubber Company, Baltimore 24, Md.; Kyle Menuex, vice president, Grocord Rubber Company, Lima, O.; R. R. Cowan, vice president, New Jersey Rubber Company, Taunton, Mass.

Mitchell Re-Elected Shoe Union Officer

James J. "Scotty" Mitchell has been re-elected secretary-treasurer of United Shoe Workers of America, CIO, for his eighth consecutive term. The shoe union officer is now starting his 11th year with USWA.

Six territorial representatives were also elected, all at union levels but with results certified at the national union level. They were: Angelo Georgian, Boston; George Fecteau, Manchester, N. H.; Dave Wilson, St. Louis; Isidore Rosenberg, New York; Jimmie Bringle, Chicago; and Emerson T. Pence, Portsmouth, O.

RUBBER FOOTWEAR GROUP SEEKS CEILINGS

Ask Cost Increase Factors Be Uniform

Members of the Waterproof Rubber Footwear Industry Advisory Committee at their first meeting with Office of Price Stabilization officials this week expressed preference for a special ceiling price regulation in their industry which would employ weighted average percentage cost increase factors applicable uniformly to all manufacturers.

Committeemen agreed to provide OPS officials with data for computing the weighted average cost increase percentage factors for the industry. This would include the same data used in compiling individual manufacturers' ceiling, plus production figures to weight the average.

Data will be itemized for waterproof, canvas and casual footwear. The committee recommended from these data that one industry-wide factor be calculated for waterproof footwear. If it develops that increased costs since pre-Korea for manufacturing canvas and casual footwear are proportionately about the same, these two items will be grouped together in calculating a second industry-wide factor covering both. If there is much discrepancy in the proportion of cost increases, separate industry-wide factors may be calculated for the canvas and casual footwear.

When a special ceiling price regu-

lation based on these weighted average percentage cost increase factors becomes effective, the manufacturer will compute his own ceilings by multiplying his prices prevailing in the base period fixed in the manufacturers ceiling price regulation by the appropriate weighted average percentage cost increase factors.

The meeting was conducted by Everett D. Hawkins, economist for the Rubber Branch of the Rubber, Chemicals and Drug Division. Other OPS officials present were: George W. Strasser, division director; Chester Conner, chief of the Rubber Branch, and H. J. Haffin, Joe Sterling, Robert Olson and Robert A. Winter, members of the staff. A. H. Welchler of the National Production Authority also attended.

Members of the committee are: Charles H. Baker, Goodyear Footwear Corp., Providence, R. I.; James S. Barrie, Hood Rubber Co., Watertown, Mass.; Leo J. Larkin, La Crosse Rubber Mills Co., La Crosse, Wis.; Jack S. Brady, U. S. Rubber Co., New York; Hugh Bullock, Tyer Rubber Company, Andover, Mass.

ARMY AWARDS OVERSHOES

The New York Quartermaster Procurement Agency has awarded contracts to three firms on QM-30-230-51-NEG-550 covering men's high 5-buckle fastening rubber overshoes. M-1945. Winning contracts were La Crosse Rubber Mills Co., La Crosse, Wis.; The Rubber Corp. of California, Garden Grove, Cal.; and Hood Rubber Co., Watertown, Mass.

BREZNER TO DEDICATE NEW TANNERY ADDITION

More than 1,500 guests, including city officials and leather and shoe executives, are expected to be on hand April 14 when Brezner Tanning Corp. dedicates its new quarter of a million dollar addition to the Brezner Tannery in Penacook, N. H. The event will mark the firm's ninth anniversary.

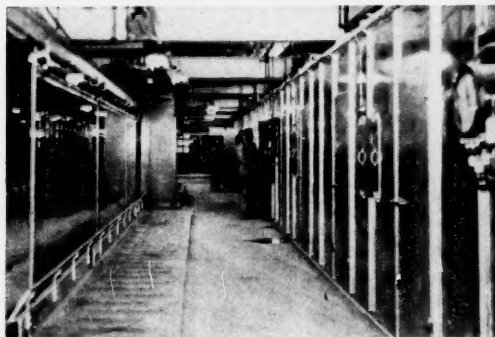
The new tannery addition, built entirely of structural steel and reinforced concrete, is a two-story structure, 80' wide and 200' long. A modern, daylight plant, it is completely fireproofed and automatically ventilated.

"This new addition will house the most modern equipment available, including a revolutionary new pasting machine," reports Melvin Snider, president of the firm. "Through the change-over from toggling to this type of drying, the tannery will be able to improve working conditions and the quality of leather.

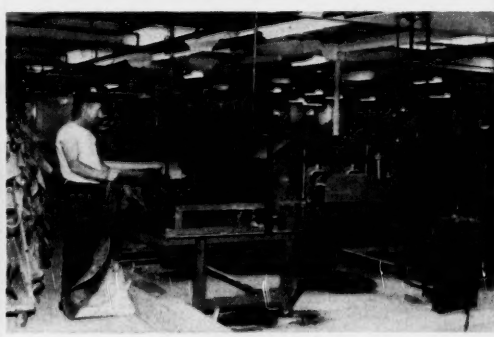
"It is a completely foolproof operation. If one part of the intricate mechanism of the unit fails to function properly, it automatically shuts off and cannot be started up until the fault is corrected. This of course is a valuable safeguard and preventive of waste."

The N. Brezner Co., Inc., parent organization to the tannery which acts as a sales outlet, was formed by Nathan Brezner in 1912. Brezner Tanning Corp. was founded in 1942.

TIME-SAVING MACHINES FEATURE NEW BREZNER TANNERY



Modern glass pasting-drying equipment is one of the reasons new Brezner tannery addition is regarded as last word in tanning. Photo shows section of the complete unit with glass pasting slides on left and front of drying unit on right. Doors along the side permit inspection of hides as they progress through the dryer.



Another time-saving operation at new Brezner tannery addition is new skin washer which gives skins a bath as they pass through machine. Washer is being demonstrated by John Cleveland at open house held April 14. After passing through washer, skins are removed at other end by worker on other side, pass on to next operation.

FACTORY MANAGEMENT CONFERENCE SET FOR OPENING ON MAY 20

Program of the third Factory Management Conference and Educational Exhibition, sponsored by the National Shoe Manufacturers Association, is virtually completed, according to Harold R. Quimby, NSMA secretary.

The Conference, scheduled for May 20-22 at the Hotel Netherland Plaza, Cincinnati, O., is held for the purpose of examining, developing and discussing new ideas, inventions, materials, methods of shoe production, and other technical matters affecting the industry.

Attendance at Conference meetings is restricted to representatives of member companies. However, all members of the shoe trade are invited to view exhibits. Beginning at 1:00 p.m., Sunday, May 20, manufacturers of shoe supplies, machinery and equipment will have their products on display at the hotel. Displays will be confined largely to technical improvements made recently in shoe supplies and machinery.

Leaders for the group discussions include the following: Men's—S. F. Eagan, The Florsheim Shoe Co., Chicago, and J. F. Whitehead, Regal Shoe Co., Whitman, Mass.; Women's—Nate Stix, U. S. Shoe Corp., Cincinnati, O., and Eli White, General Shoe Corp., Nashville, Tenn.; Children's—Charles Slosberg, Green Shoe Mfg. Co., Boston, and Percy Stadler, International Shoe Co., St. Louis.

Members of the National Shoe Manufacturers Association have been urged to submit as soon as possible a list of technical problems they would like discussed at the Conference.

The two-day meeting will be slanted toward factory technicians and will serve to motivate technological research in the shoe industry. A feature will be the dinner held at 7:00 p.m., May 20, at the Netherland Plaza with Dr. Dale Dutton, nationally-known speaker, as headliner. Delegates and exhibitors are also invited to a buffet supper on May 21 at 6:00 p.m.

Following is the list of events:

Sunday, May 20 — 1:00 p.m. — Official Opening. 1:00-7:00 p.m. — Inspection of Exhibits. 7:00 p.m. — Banquet.

Monday, May 21 — 8:30 a.m. — Opening Session. 9:00-12:00 —

Men's, women's and children's meetings. Afternoon sessions—To be announced. 6:00 p.m.—Buffet supper.

Tuesday, May 22 — 9:00-12:00 — Men's, women's and children's meetings. Afternoon sessions—To be announced. 6:00 p.m.—Official closing.

Winslow Bros. Will Close Norwood Plant

Winslow Bros. & Smith Co., tanner and processor of sheepskins, has announced it will close its 175-year-old tannery at Norwood, Mass., on April 26. The shutdown will be permanent, according to company spokesmen, who said the plant will be offered for sale in the near future.

Reason for the shutdown was given as increased operating costs. The large Norwood plant costs as much as 25 percent more to run than any one of the Winslow's eight other tanneries, according to Thomas C. Wallace, general manager of the firm.

The greater part of machinery and equipment will be moved from Norwood to the company's other plants which will absorb most of the leather production previously turned out at Norwood.

More than 300 persons will be laid off by the closing. Winslow has announced a liberal severance pay plan and pensioned employees will continue to draw pensions.

ARGENTINA RAISES HIDES PRICES AGAIN

IAPI Ups Lists By 15% Over February 2

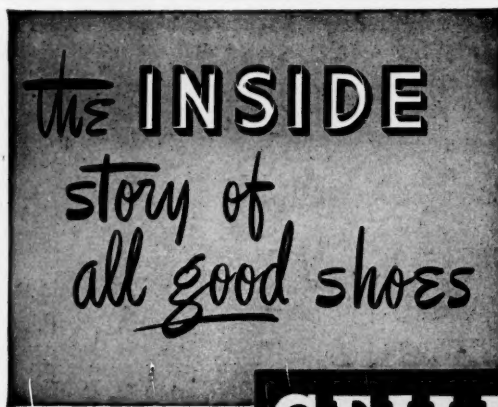
The Argentine Government has announced new list hide prices which raise former prices instituted Feb. 2 by an average 15 percent.

IAPI listed prices per pound in U. S. dollars for clearing agreements. A 10 percent discount is allowed payment in free U. S. dollars, however, all contracts are for "hides to be produced," which means that no hides are available at the moment.

Prices on frigorifico hides were listed at 57.97 cents for standard oxen (56.155 cents for rejects), 60.69 cents for light standard oxen (57.97 cents for rejects), sales suspended on standard cows, 37.558 cents for standard bulls (same for rejects), and 69.945 cents for standard extremes (65.046 for rejects).

Frigorifico Nacional of Buenos Aires (Municipal hides) are now listed at 55.97 cents for heavy oxen, 57.06 cents for light oxen, sales of cows suspended, 62.868 cents for extremes 16/18 ks., 67.31 cents for extremes 14/16 ks., 77.112 cents for extremes 12/14 ks., and 37.558 cents for bulls.

Argentine hide shipments during 1950 totaled 11,366,481 hides of which 1,677,478 went to the U. S., 1,678,427 to England, and 1,316,342 went to Sweden. Other big takers were Holland, Germany, Hungary and Rumania.



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LINING LEATHERS

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Cambi' BY **GEILICH**

A mellow, smooth, non-stretch leather with calf-like texture and window-glass finish. Produced especially for the limited few who make the finest casual and semi-casual shoes.

GEILICH LEATHER COMPANY

Boston and Taunton



LABOR BOARD BACKS INTERNATIONAL ACTION

Rules Lockout Justified By Union Action

The National Labor Relations Board, in a precedent-setting decision, ruled last week that International Shoe Co. was justified in locking out workers after a strike at its Hannibal, Mo. plant since the threat of further strikes was hurting business.

The decision marked the first time that the Board has approved a lockout in a strike situation. Industry observers said this interpretation of the Taft-Hartley Law would give employers a weapon as strong as that of a threatened strike under certain conditions.

The decision resulted from a series of work stoppages instigated at the Hannibal plant by officials of Local 198, United Rubber Workers, CIO. Because International's contract offer had already been accepted by the local and was waiting for certification from national officers, company officials locked out the workers.

The company claimed that the walkouts, continued after its contract offer, were aimed at forcing workers to join the local union and were halting production at the plant.

NLRB ruled unanimously that International was justified in locking out workers after a strike provided that threat of continuing strikes was making "further operations uneconomical."

The Board also split three to two in upholding the company's right to shut down the Hannibal plant and refuse to admit employees until the union signed the new contract. International also insisted the contract include an escape clause permitting workers to resign from the union if they had been forced into joining in months preceding the strike.

4 WIN LASTS AWARDS

Four lasts manufacturers have been awarded contract by the New York Quartermaster Procurement Agency on QM-30-280-51-NEG-635 covering Item 1, oxford shoe lasts (tariff sizes) and Item 2, oxford shoe lasts (supplemental sizes). As usual, neither prices nor pairage were disclosed.

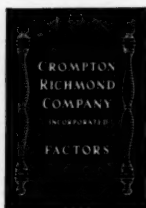
Following are the firms winning contracts: Arnold Bros. Co., East Weymouth, Mass., Item 1; Woodard & Wright Last Co., East Bridgewater, Mass., Items 1 and 2; Jones & Vining, Inc., Brockton, Mass., Items 1 and 2; and Vulcan Corp., Cincinnati, O., Item 1.

Heads Fund Drive



Joseph Kaplan, president of Colonial Tanning Co., Boston, who has been appointed chairman of the Shoe and Leather Division for the 1951 fund-raising drive of the Massachusetts Division of the American Cancer Society. April has been designated by Congress as Cancer Control Month. Kaplan is a director of the Tanners' Council and prominent in industry and community affairs.

WIDENING THE CAPITAL BASE



When a business shoots for more sales and production, be sure to widen the capital base.

Fresh working capital from Crompton Factoring Service can give you the extra leverage to handle a bigger work-load.

Crompton finances accounts receivable... you get cash for every invoice shipped. This steady flow of funds releases dollars tied up in distribution... and matches them with our non-equity capital to build up your quick assets and back up your production line.

You're free from credit overhead and risks... free to concentrate on making and selling more goods.

Let Crompton help you widen your capital base and unleash your real profit potentials.

The Human Factor

CROMPTON-RICHMOND CO., INC.

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WOOD HEEL GROUP SEEKS NEW CEILINGS

The Wool Heel Manufacturers Association, Inc., will recommend to the Government specific dollars and cents price ceilings on wood heels within the next six weeks if present plans to conduct a survey of manufacturers' costs materialize.

This was revealed to Leather and Shoes by Lucius F. Foster of Guild Associates, Boston, associate director of the Association. Foster said that at a meeting held last week in New York, members from that area endorsed plans for the survey which will be used as the basis of establishing a recommended price schedule. The schedule will then be passed on to the Office of Price Stabilization in Washington.

Foster said the Association had been forced by rising costs of operation to abolish the special rate of dues paid by non-New England or associate members. Associate members from New York have been accepted as regular members as have members from the Midwest in St. Louis, Milwaukee and Cincinnati. The latter group is expected to meet next week for approval of the plan.

At present, the Association has 23 full members from New England and 14 associate members from New York and the Midwest.

E. V. Nelson of Vulcan Corp. and Max Goldblatt of the New York Progressive Wood Heel Co., were elected to the Association's Committee on Price Controls which represents the group in Government matters. Members will also be added from the Midwest.

The group also discussed the reported failure of lumber suppliers to observe OPS price ceilings. Several possible remedies were recommended. Next meeting will be held in New York during the Popular Price Shoe Show of America, May 6-10.

Service Shoe Awards Go To 8 Firms

Eight shoe manufacturers have been awarded contracts on QM-30-280-51-NEG-401 covering Items I and II, black service shoes with composition soles (various sizes). Although prices and pairage on the negotiated bids were not disclosed, it is probable that total pairage amounted to the 979,348 pairs now being bought by the Air Force with deliveries scheduled through Sept. 1951.

Following are the firms awarded contracts: International Shoe Co., St. Louis; General Shoe Corp., Nashville, Tenn.; Sportwelt Shoe Co., Inc.,

North Easton, Mass.; A. Freedman & Sons, Inc., New Bedford, Mass.; Ranger Boot & Shoe Mfg. Co., Terrell, Tex.; A. S. Kreider Shoe Mfg. Co., Elizabethtown, Pa.; Ascutney Shoe Corp., Hudson, Mass.; and The William Brooks Shoe Co., Nelsonville, O.

SPORTWELT WINS BID

Sportwelt Shoe Co., Inc., No. Easton, Mass., has been awarded contract to make 3,984 pairs of filed shoes under Navy Invitation 8299. The company had originally bid \$7.90 per pair for Mechanicsburg and \$8.15 per pair for California delivery.

NAVY AWARDS OVERSHOES

The Navy has announced awards totaling 156,700 pairs of Arctic rubber overshoes under Invitation No. 8294 to the following bidders: Hood Rubber Co., Servus Rubber Co., and U. S. Rubber Co.

Hood had bid 24,000 pairs at \$3.77 per pair for Mechanicsburg, Pa., and 15,660 pairs at \$3.87 for California delivery. U. S. Rubber had bid 47,010 pairs at \$4.07 per pair for Mechanicsburg and 31,340 pairs at \$4.19 for California while Servus bid 62,680 pairs at \$3.97 for California.

IT'S NEW IT'S DIFFERENT WATERPROOF HEEL and EDGE FINISH

for RUBBER and PLASTIC SOLES—
FIBRE and LEATHER HEELS with
RUBBER or PLASTIC TOPLIFTS



A BEAUTIFUL SET EDGE FOR RUBBER SOLES

that requires no priming coat or edge filler

Operating instructions

**BRUSH ON — ALLOW TO DRY
SET WITH MEDIUM HOT IRON**

**An Exceptionally Well Filled Heel. Burnishes Easily
To A Smooth Bright Finish. Single Coat
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In black and all colors to match customers' specific requirements

A line from you will bring our representative to demonstrate our products.

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Well known for its production of fine quality leathers in a wide diversity of colors and grades, Northwestern has always contributed its facilities to the productive capacity of America in peace or war. With preparedness the theme of the moment, Northwestern again devotes its exceptional talents to the nation's aid . . . for Northwestern Leathers measure up to the high standards prescribed by the manufacture of service shoes of every description.



NORTHWESTERN

BOSTON 11,

or Peacetime ... Northwestern Leathers

KITCHENER

NORTHWEST MOUNTED

SNOBOOT

SOOTAN

ELKO

TAMARAC

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SMOOTH PAC

DEERSKIN

PAC

TANAC



FOR
QUALITY, SERVICE and UNIFORMITY
YOU CAN COUNT ON

NORTHWESTERN
IN '51

LEATHER CO.

MASSACHUSETTS

32 Firms Win Combat Boot Contracts

Thirty-two awards on QM-30-280-51-NEG-440 covering russet combat service boots for the Army have been announced by the New York Quartermaster Procurement Agency. The

Army did not reveal pairage or prices.

Manufacturers awarded contracts under the order were J. F. McElwain Co., Nashua, N. H.; Endicott-Johnson Corp., Endicott, N. Y.; Hubbard Shoe Co., Inc., Rochester, N. H.; General Shoe Corp., Nashville,

Tenn.; Brown Shoe Co., St. Louis; Mosher Moccasin Co., Inc., North Abington, Mass.; J. Landis Shoe Co., Palmyra, Pa.; Georgia Shoe Mfg. Co., Buford, Ga.; R. P. Hazzard Co., Augusta, Me.

John Addison Footwear, Division of D. & M. Leather Co., Inc., Marlboro, Mass.; Holland-Racine Shoes, Inc., Holland, Mich.; Federal Sportshoe Co., Richmond, Me.; International Shoe Co., St. Louis, Mo.; Joseph F. Corcoran Shoe Co., Inc., Stoughton, Mass.; Allen Squire Co., Spencer, Mass.; The Hanover Shoe, Inc., Hanover, Pa.; John E. Lucey Co., Inc., Bridgewater, Mass.; Worcester Shoe Co., Worcester, Mass.; Cannon Shoe Co., Baltimore, Md.

Joseph M. Herman Shoe Co., Millis, Mass.; Weyenberg Shoe Mfg. Co., Milwaukee, Wis.; J. M. Connell Shoe Co., Inc., So. Braintree, Mass.; The H. C. Godman Co., Columbus, O.; Perry-Norvell Co., Huntington, W. Va.; E. E. Taylor Corp., Boston, Mass.; Chippewa Shoe Co., Chippewa Falls, Wis.; Leonard & Barrows Shoe Co., Middleboro, Mass.; Gardiner Shoe Co., Inc., Gardiner, Me.; Belleville Shoe Mfg. Co., Belleville, Ill.; G. H. Bass & Co., Wilton, Me.; The Florsheim Shoe Co., Chicago, Ill.; and E. J. Givren Shoe Co., Inc., Rockland, Mass.

Pratt Accelerates Tanning Course

Pratt Institute has approved recommendation by its School of Leather and Tanning Technology and the Leather School Advisory Committee that the tanning course be accelerated beginning July 2, 1951. The action is due to the present emergency and heavy demands being made on the tanning industry, according to Arthur W. Goetz, director of the school.

Opening date of the new program permits registration of students under the G. I. bill, Goetz said.

The new schedule will permit the course to be covered in 45 rather than 60 calendar weeks. Vacations will be cut and teaching concentrated to cover the greater part of material in three terms. The program will be geared at meeting industry demands for production men.

A special 34-week program available for college with a science or engineering degree will be open to registration on Sept. 15. Short courses in unit tanning operations will also be offered if necessary, Goetz added.

Present students will follow the original program through the summer and graduate in Feb. instead of June 1952.



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Imported Deerskins*

GARLIN genuine buck is "THRU-WHITE". It is finely napped and superbly tanned. It meets the exacting requirements of shoe manufacturers who will NOT compromise with quality. Value Minded buyers prefer genuine buck.

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Sales Agents: William J. Dauer, St. Louis, Mo.; A. E. Piekenbrock, Milwaukee 3, Wisconsin; Walter N. Schafstall, Cincinnati, Ohio; Russ White Co., Los Angeles, California.

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SUPERIOR SHOE PATTERN CO.

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Model Services

Accurate Patterns

International Shoe Closes 12 Plants For Week

Following the lead of Brown Shoe Co., St. Louis, which shut down 11 of its 25 shoe plants (L&S, March 31), International Shoe Co., world's largest shoe producer, announced it had closed 12 of its 53 factories for this past week.

Company officials said the temporary shutdown was the result of a seasonal lag in orders. About 6000 workers were laid off by the one week's closing.

The action by Brown Shoe Co., which laid off 5000 employees for one week, was attributed to the fact that production was running ahead of orders.

Plants shut down during the week are located in Missouri, Arkansas, Kentucky and Illinois.

Boston Shoe Show Has Wide Interest

More than 200 manufacturers will exhibit new Fall 1951 styles at the Advance Fall Shoe Showing to be held April 15-19 at Boston's Statler and Touraine Hotels, according to Maxwell Field, executive vice president of the New England Shoe and Leather Association sponsoring organization.

Many other firms will exhibit at their Boston sales offices on Lincoln, Essex and High Streets during the week. Free taxi service will be provided hourly between the hotels and the Boston shoe district, Field reports.

The Advance Boston Showing, held primarily to give shoe jobbers an opportunity to see Fall styles and complete other business with regular sources, is primarily a business show and has no meetings or entertainment scheduled.

Army Awards Combat Boots To 4 Firms

The New York Quartermaster Procurement Agency has announced awards on QM-30-280-51-NEG-440 covering russet combat service boots to the following firms:

Bone Dry Shoe Mfg. Co., Tacoma, Wash.; Field & Flint Co., Brockton, Mass.; Albert H. Weinbrenner Co., Milwaukee, Wis.; and Huth-James Shoe, Inc., Milwaukee, Wis.

AWARD TAN OXFORDS

The following shoe manufacturers have been awarded contracts on QM-30-280-51-NEG-330 covering tan oxfords: J. F. McElwain Co., Nashua, N. H.; Endicott-Johnson Corp., Endicott, N. Y.; Doyle Shoe Co., Brockton, Mass.; Howard & Foster Co., Inc., Brockton, Mass.; Hubbard Shoe

Co., Inc., East Rochester, N. H.; M. T. Shaw, Inc., Coldwater, Mich.; and Wall Streeter Shoe Co., North Adams, Mass.

AWARD COMBAT BOOTS

Worcester Shoe Co., Worcester, Mass., and Joseph F. Corcoran Shoe Co., Inc., Stoughton, Mass., have been awarded contracts on QM-30-280-51-NEG-497 covering Item 1, black combat service boots (tariff sizes), and Item 2, black combat service boots (supplemental sizes). Award was made by the New York Quartermaster Procurement Agency.

GYM SHOES TO BRISTOL

Bristol Manufacturing Co., Bristol, R. I., has been awarded contract under Navy Invitation No. 8349 to make 10,835 pairs of men's gym shoes at \$1.96 per pair for Mechanicsburg, Pa. delivery and 21,028 pairs at \$2.02 per pair for California delivery.

Vulcan Corp. Wins Marine Lasts

Vulcan Corp., Portsmouth, O., has been awarded contract by the Marine Corps Supplies Depot at Philadelphia to make 3,508 pairs of men's hinge-type shoe lasts at \$3.40 per pair.



THE NEWEST
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TREATMENT
FOR FALL 1951



ALL WIDTHS
in NEW FALL SHADES and
VARIOUS COLOR COMBINATIONS

The Top House in the Trade—*Braid Headquarters for 33 Years*—offers the most extensive line from which to make a choice . . . Timely trims and decorations on which there are no restrictions . . . Attractive braids that enhance the styling of Milady's shoes for Fall.

**Lawrence Schiff
Silk Mills**

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SEE THE EXHIBIT OF OUR FINE PRODUCTS AT
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BOOTHS 14 and 15, MEZZANINE, JEFFERSON HOTEL

FOR THAT TOUCH
OF ELEGANCE IN
FEMININE FOOTWEAR



LEATHER MARKETS HIT LULL AS BUYER INTEREST SLOWS

Spotty Buying, Seasonal Slowdown, Soften Prices Of Upper Leathers

Despite the announcement this week by NPA of April hide and skin allocations, sales of leather in the nation's markets failed to show improvement. Buyers who begged for leather not long ago appear now to have all they want, prefer to wait until they really need more before making additional commitments.

The continued slowdown of leather sales, resulting partly from seasonal factors and various pricing difficulties in the making of military shoes, began to take its toll this week, particularly among upper leathers. Price concessions were reported made on various lines of upper leathers. There were even some reports that a number of shoe manufacturers were able to buy upper leather at prices below tanners' cost levels.

Even sole leather tanners reported business has fallen off considerably in the past two weeks although there is still some demand for various offal leathers such as bellies and shoulders. Prices on these remain generally firm at individual ceilings.

Cancellation by the Army last week of some three million pairs of boots and shoes together with failure of the Office of Price Administration to renew price ceiling exemptions on military shoes after April 1 combined to dampen shoe manufacturers' interest. Disappointing Easter shoe sales and a heavy production of civilian shoes in the first quarter of 1951, running well ahead of consumption, have added to buyers' caution.

Price lists of most lines appear to mean little today since tanners are willing to listen to offers. In Bos-

ton, some side leather tanners have even lowered their lists up to 3c with others ready to follow suit. Here again, individual ceilings mean little.

Interest in new leather price ceilings has also slowed a bit with lagging demand. In past weeks, expected release of new ceilings has prompted many buyers to hold off buying. Now that the law of supply and demand appears to be working in full force, neither tanners nor shoe manufacturers appear as anxious to get the new ceilings. Reduced sales all along the line have been extremely effective in combatting any inflationary tendencies.

Kid Leathers Quiet

Kid leather tanners of Philadelphia report rawskin situation becoming worse instead of showing any improvement. World market is bad, with English tanners—and other Europeans—buying just as much as possible and forcing prices up. Also the U. S. Army itself is doing some buying in Germany, paying more than American tanners feel are equitable prices. Tanners who buy Indian skins or African skins can get them—if they wish to pay high prices.

Locally, leather business is slow. Tanners filling orders on the books and receiving small orders. Suede and glazed selling in black and some blue. No demand for brown. Nothing reported about colors or white.

Slipper fair. It could be much more active if tanners could get the large skins preferred by many manufacturers. Nothing new in linings—some business, but nothing special.

Nothing at all in crushed or satin mats.

Average Prices

Suede: 40c-95c
Glazed: 40c-\$1.25
Linings: 30c-60c
Slipper: 40c-75c
Satin mats: 69c-\$1.20
Crushed: 45c-80c

Glove Leathers Slow

Business extremely quiet. Glove buyers not interested in Fall merchandise as yet. Buyers generally refuse to consider any gloves at higher than last year's prices. Since the only major variable in the cost of making a glove is the price of the leather, the pressure is on tanner to roll back his prices to meet last year's cost sheets.

Domestic type leather scarce due to dock strike in New Zealand. Anything under 30c in plain or pigtex can be moved. Better grades ignored. Men's grey suede selling at 42c with the supply limited. Domestic ladies' suedes bring 45c but the demand is poor.

English doeskins scarce but season is over. Iranians quoted as high as 34c for the best grade with very few takers. Buyers' ideas are 30c and under.

New Zealand pickle skins quoted at about \$19.50 delivered here. This is about three dollars too high to meet present ceiling prices.

Sole Leathers

Philadelphia sole leather tanners report slow sales. The fact that hides are starting to move hasn't had too much effect on business. Tanners willing to sell only what they hope to be able to replace in the near future. Some demand for factory bends as well as finding bends. Repair leathers not as active as they should be. Tanners are selling some bellies and heads. No one willing to quote prices.

DAVIS LEATHER INC.

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ST. LOUIS—Geo. J. Bucher, 1802 Locust St.
MILWAUKEE—H. I. Stewart, 918 North 4th St.
SOUTHWESTERN STATES—O. B. Dahm Co.,
1602 Locust St., St. Louis, Mo.

ENGLAND—Davis Canadian Leathers Ltd., 3 Granby St., Leicester

DOMINION CALF LEATHERS

CINCINNATI—J. R. Kueven, 626 Broadway.
CALIFORNIA—A. J. & J. R. Cook Co.
LOS ANGELES—1220 Maple Ave.
SAN FRANCISCO—237 Eighth St.

TANNERY—DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA

" THE MOST PROGRESSIVE
'STEP FORWARD'
IN THE SHOE INDUSTRY
" IN MANY YEARS

...UNEQUALED IN BEAUTY
...UNMATCHED IN "WEAR-ABILITY"



PLASTIC COVERING
FOR WOOD HEELS
THAT EXCELS
ALL OTHER COVERINGS...

- **COVERS HEEL COMPLETELY**
(INCLUDING TOP & BOTTOM)
- **HEAT, COLD, MOISTURE-PROOF**
- **PERFECT ADHESION**
(NO BLISTERS, NO WRINKLES, NO LOOSE COVERS)
- **SCUFF AND SCAR RESISTANT**
- **ANY COLOR OR DEGREE OF GLOSS TO MATCH UPPER LEATHER**

Realize . . . in 1950 over 20 million pairs of DON-ITE Heels were produced at the rate of 75,000 pairs per day . . . by the leading shoe manufacturers of the country! This fact attests to the superior quality, speed and economy of the process.

Users agree that the DON-ITE System is the greatest advancement in Ladies' shoe heel manufacturing in a decade!

Manufacturers—Install the specially developed automatic machines for the DON-ITE Process and you'll be 'way ahead—all ways!

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LARGEST SHOE
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PROCESS PATENTS
PENDING

Belting Leathers Moderate

Philadelphia belting leather tanners say there is demand for belting, and some sales have been made, but business cannot be considered as active. They are willing to sell only what can be replaced very soon.

The fact that hides are moving doesn't mean too much as yet. For the past few weeks no hides were received and about June there will be a definite break. Tanners wish to avoid a difficult situation and are trying to keep going. One way is to make few sales (although of course sales must be made to keep in business) and keep the inventory high—and at the same time to stagger the actual work. This would prevent wholesale lay-offs—which would be highly expensive for the tanners.

The fact that better hides will be coming in makes a price adjustment advisable. Better hides means better

leathers which should bring higher prices. It is felt that allowances for these seasonal variations should be made in Washington, and that there should be price variations.

Curriers say business still fairly good. They have been able to make rather good sales. However, some curriers found they could not do all the buying they wanted to which indicated that fear of shortages is already having an effect.

AVERAGE BELTING LEATHER PRICES

Butt bends:	
No. 2 ex. light	1.37-1.41
No. 2 ex. heavy	1.32-1.33
No. 3 ex. light	1.35-1.37
No. 3 ex. heavy	1.27-1.30

AVERAGE CURRIED BELTING

	Best Selec. No. 2	No. 3
Butt bends	1.65-1.75	1.60-1.70
Centers 12"	1.98-2.08	1.87-1.95
Centers 24"-28"	1.90-2.00	1.84-1.94
Centers 30"	1.84-1.94	1.79-1.89
Wide sides	1.55-1.65	1.51-1.61
Narrow sides	1.48-1.58	1.44-1.54
Additional premiums: ex. heavy 10c; light 7c; ex. light 10c.		

Tanning Oils Active

Raw tanning materials prices unchanged. There is little or no buying of the new crop of Divi Divi at the new price. Wattle Bark in limited supply. On May 1, ocean freight on Valonia will be up \$6.00 per ton. Tanning Extracts unchanged.

Tanning oils quotations continue firm and buying has been stimulated in line with the releasing of various hides in recent weeks.

Raw Tanning Materials

Divi Divi, shipment, bags	\$120.00
Wattle bark, ton	
"Fair Average"	\$83.00
"Merchantable"	\$79.00
Sumac, 25% leaf	\$150.00
Ground	\$145.00
Myrobalans, J. 1s	\$60.00-\$62.00

Crushed	\$84.00-\$85.00	J. 2s	\$50.00
R. 1s			\$61.00-\$63.00
Valonia Cups, 30-32% guaranteed	\$68.00-\$70.00		
Valonia Beards			\$95.00
Mangrove Bark, 30% So. Am.			\$60.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	4.00
Tank cars	4.75
Barrels, c.i.	5.10
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	10.32
Bags, c.i.	11.02
Cutch, solid Borneo, 55% tannin, plus duty	.07%
Gambler Extract, 25% tannin, bbls.	.12
Hemlock extract, 25% tannin, tk. cars	.0525
Bbls., c.i.	.05%
Oak bark extract, 25% tannin, lb. bbls. 6 1/2-6 3/4, tks.	.06%
Quebracho extract	
Solid, ord., basis 63% tannin, c.i.	.09
plus duty	.09%
Solid, clar., basis 64% tannin, c.i.	.08%
Liquid, basis 35% tannin, bbls.	.17%
Ground extract	.09
Wattle bark, extract, solid (plus duty)	.05%
Powdered super spruce, bags, c.i.	.01%
.05%, l.c.i.	.01%
Spruce extract, tks., f.o.b. wks.	.10%
Powdered valonia extract, 63% tannin	

Tanners' Oils

Castor oil No. 1 C.P. drs. l.c.i.	.38%
Sulphonated castor oil, 75%	.36
Cod Oil, Ndd., loose basis	1.50
Cod, sulphonated, pure 25% moisture	.17%
Cod, sulphonated, 25% added mineral	.16
Cod, sulphonated, 50% added mineral	.15
Linseed oil tks., c.i. zone 1	.24%
Neatsfoot, 20" C.T.	.43
Neatsfoot, 30" C.T.	.41
Neatsfoot, 40" C.T.	.33
Neatsfoot, prime drums, c.i.	.26%
Neatsfoot, l.c.i.	.26
Neatsfoot, sulphonated, 75%	2.75
Olive, denatured, drs. gal.	.20
Waterless Moellon	.18
Artificial Moellon, 25% moisture	.18
Chamois Moellon	.18
Common degreas	.14
Neutral degreas	.23-.24
Sulphonated Tallow, 75%	.21
Sulphonated Tallow, 50%	.16%
Sponging compound	.15
Split oil	.14-.15
Sulphonated sperm, 25% water	.20
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.14

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NEW ALLOCATIONS FAIL TO SPUR HIDE TRADING

Big Packers Reluctant To Offer As New Permits Take Effect

Packer Hides Slow

Big packers and large outside independent packers again slow in getting out allocations this month as they were in March. So far, only one of the "Big Four" packers and two of the outside independents have reported allocations, but will not divulge information on quantity or selections. It's a moot question as to the volume of business involved. Some trade sources believe to total relatively light. Slaughter during past weeks very poor, with reductions ranging anywhere from 40 to 75% in the kill, depending upon the producer.

The other three "Big Four" packers remained idle. Only one of these has indicated he may do something this week. The other two quiet.

Up to now, ceiling prices established in the hide price schedule have been paid quite freely. However, a slight change is noted this month. River point heavy native steer selection may bring a slight discount because of seasonal excess grubbiness.

Not unusual at this time of year to see heavy native steer price approach that of butt branded steers. Under price schedule, these heavy native steers are established at 33c, butts at

30c. Accordingly, tanners may be paying somewhere in this range of 30c to 33c for heavy native steers.

Calf and Kip Fair

April allocations of 649,000 calfskins represent about 80% of the amount handled by tanners during the monthly average of 1950. In the two months of allocations, tanners have bought sufficient quantities of big packer calfskins, even though current production seasonably low. Not the case in big packer kipskins. Allocations for April permits total 169,000 skins, which represents only 60% of 1950 monthly average soakings.

Allocations of kipskins cut down because of the limited supply. Last month, tanners unable to fill their permits, and according to reports this month, it will be another duplication of unfilled permits.

Meanwhile, price-wise, "Standard Packer Skin Selections" as termed under the price schedule, and in reality big packer calfskins, bring 80c for those weighing under 15 pounds, FOB shipping point, basis No. 1 skins. No. 1 kipskins, weighing 15 to 25 lbs., will bring 60c and those weighing 25 to 30 lbs. at 55c.

Big packer regular slunks sold last

at the ceiling price of \$3.75 each, large hairless at \$3.75 and small hairless at 75c.

New York trimmed skin markets reported selling on an allocation basis at established ceilings. These ceilings are, basis per piece, as follows: Standard Packer: under 4 lbs, \$3.75; 4/5's \$4.75; 5/7's \$6.00; 7/9's \$7.15; 9/12's \$9.60; 12/17's \$10.85; and 17/25's \$13.50. Good Collectors: under 4 lbs, \$3.65; 4/5's \$4.65; 5/7's \$5.85; 7/9's \$6.70; 9/12's \$9.10; 12/17's \$10.00 and 17/25's \$13.15.

Small Packers Active

Again this month, tanners stepped into the small packer and country hide market and bought heavily. A large volume of hides reported sold. However, those tanners who require big packer selections have left a certain percentage open on their April permits for these types of hides. From here on out, it will depend upon what the big packers have to offer. If big packer hide allotments are disappointingly small, then tanners will have to do an "about-face" and step once more into the outside markets for their remaining requirements.

Dry Sheepskins Tight

Only occasional sales can be confirmed and then they have to be at

QUOTATIONS

	Dollars-and-Cents Ceiling Prices	Nov. 1950 Highs	Year Ago
Heavy native steers	33	33 1/2-34	
Light native steers	36 1/2	37 1/2	18 1/2-24
Ex. light native steers	39	40	28
Light native cows	36	37	24 1/2-26
Heavy native cows	34	34 1/2-35	20 1/2-22
Native bulls	24	24	17
Heavy Texas steers	30	31	17N
Light Texas steers	34 1/2	35 1/2	22 1/2N
Ex. light Texas steers	37	38 1/2	25N
Butt branded steers	30	31	17 -17 1/2
Colorado steers	29 1/2	30 1/2	16 1/2
Branded cows	33	34	20 1/2-21
Branded bulls	23	23	16
Packer calfskins	80	77 1/2-82 1/2	64 1/2-68 1/2
Packer kipskins	55	60	47

NOTE: Nov. highs are basis Chicago freight. Prices in the schedule are basis FOB point of shipment.

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close April 5	Close March 28	High For Week	Low For Week	Net Change
April	29.50B	29.75B			-25
July	29.50B	29.75B	29.50	29.50	-25
January					
June	30.00B	30.94B	30.94	30.84	-94
October	27.50	28.75B			-125
Total Sales 14 lots					



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prices in line with buyers ideas of value rather than the high asking levels of shippers. Agents claim they have not been receiving any offerings as their principals claim they are well sold up by moving skins to Europe and other destinations.

Argentine and Montevideo markets, particularly on shearlings, are holding up and sellers show little inclination to reduce their ideas of value. Same is true of Capes where shippers claim they are in a well sold up position by selling to Europe. A small lot of Punta Arenas butcher shearlings, 1/4-1 inch, sold at \$4.75 a skin.

Hair sheep markets firm. While some sellers have eased off slightly on Cape gloves, most shippers still have very high ideas. Offering of Nigerian skins at 81 1/2¢ per lb., basis primes; too high for this market.

Brazil cabretas slow on regulars but good demand for specials. Sellers unwilling to sell specials alone and buyers will not make combination sales. Regulars available at \$17 c&f. Addis-ababa butchers held around \$17.50. No late offers of dry salted Sudans or Mochas or Mombasas.

Reptiles Lag

Tanners showing little interest and at reduced levels. Some shippers have accepted lower levels. Combined lots of Madras bark tanned whips, 4 inches up, averaging 4 1/2 inches with skins averaging 4 3/4 inches, and 5 inches, 70/30 selection, selling at 80c, 87 1/2¢, and 90c, respectively. Cobras, 4 inches up, averaging 4 3/4 inches, held at 65c. A lot of 25,000 wet salted Calcutta oval grain lizards afloat, 8 inches, offered at 20c while 10,000 40/40/20 assortment and 90/10 selection, held at 30c. Demand seems to be mostly for back cut Bengal lizards with relatively few offers coming in as the season hasn't really opened up as yet.

Interest in ramgodies but offers small and last sales involved wet salted 10 inches up, averaging 15/16 inches, 30/20 selection, at 16c. Not much interest in Siam aers or chouyres with large holdings on spot. Ring lizards firm with late asking prices from \$1.65 up, as to shippers, assortment and points of origin. Pythons held at \$3.00 a meter while Malayan alligators selling to Europe at \$1.80-1.85 per inch. High prices also asked for wet salted Calcuttas.

Brazil market firm. Some agents report receiving no offers of back cut tejus; others state they have at very high prices. A lot of 10,000 20/40/40 assortment offered at \$1.10 and another lot of 10,000 30/50/20 assortment at \$1.20, both fob. Buyers' ideas lower and not accepted. Small lots 16/19 cms. sold at 35c fob. Giboias held at \$1.10 fob. but buyers' ideas around \$1.00-1.05 fob., as to lots.

Pickled Skins Active

New Zealand market continues active though due to strikes, etc., the kill has fallen off and offerings limited. About 10,000 dozen lambs sold to U. S. at prices ranging from 120-130 shillings, as to brands, while 3,000 dozen "Wallacetown" lambs sold on tender at 131 1/2 shillings. Up to 250 shillings asked for sheep.

Pigskins Limited

Except for dealer buying, trading has been restricted as most tanners claim asking prices too high based on glove business in Fulton County. Some Manao grey peccaries sold at \$3.40 c&f. and blacks at 10c less. Following this business, sales at \$3.25 c&f. for the greys and 10c less for blacks. Para grey peccaries sold at \$3.00 fob. and blacks at 10c less but higher now asked. Wet salted capivaras sold at \$3.10 fob. Chaco carpinchos still held at \$4.00 c&f.

Lodge Urges OPS Relieve Sheepskin Prices

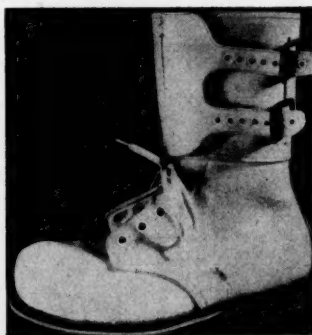
The Government's laxity in solving the price dilemma of U. S. sheepskin tanners—squeezed on one side by uncontrolled world market prices on raw sheepskins and on the other by domestic price ceilings on the finished leather—was scored again last week by Senator Henry Cabot Lodge (R., Mass.).

In a letter to Economic Stabilizer Eric Johnston, Lodge urged that action be taken quickly to relieve the burden on sheepskin tanners. The Senator said that many leather workers in Massachusetts were being thrown out of work because the industry must depend on imported rawstock.

Domestic sheepskin tanners are unable to pay high world market rawstock prices and realize costs much less a profit on frozen finished leather prices.

Lodge said that Johnston had failed to take promised action on the situation. Trade sources have suggested that the Government buy the skins at world market prices and resell them to tanners at domestic ceiling prices—in other words, subsidize purchases of foreign skins.

New G. I. Boot



Pictured above is the new Arctic felt boot (mil-B-2289) recently approved by the Departments of the Army, Navy and Air Forces and now being produced in quantity for cold climate use. The boot is of Littleway construction with vamp, toe, tongue, inside counter pockets and bottom filling all of white all-wool felt. Middle sole is 5/6" gray felt while the outer sole is of rubber. Heel is leather with rubber lift. Two gray insoles are provided for each boot.

NEWS QUICKS

About people and happenings coast to coast

Missouri

• **International Shoe Co.**, St. Louis, reports shipments totaling \$58,188,000 for the first quarter 1951, representing a gain of 25 percent over the same period last year. Figures were announced to stockholders this week in a notice accompanying the firm's 160th consecutive dividend payment. Included in shipments for the quarter ending Feb. 28 is the largest dollar volume for any Feb. in the company's history. Military shipments during the first quarter amounted to \$1,814,200. There were none during the first quarter last year.

• **Krentler Bros. Co.**, St. Louis, a division of United Shoe Machinery Corp., Boston, has begun an \$85,000 expansion and rehabilitation of its shoe last plant.

• **Wilner Wood Products Co.**, Norway, Me., has opened a branch office of its wood heel pattern department in St. Louis.

• **The Semmelmeier Co.** of St. Louis has just completed what is believed to be the second largest power driving belt in use today at Alton Box Board Co.'s Lafayette, Ind., plant. The belt consists of 540 feet of oak-tanned cowhide, is 11/16" thick and 36" wide. It has 167 centerpieces of leather and is 132 1/2' long, excluding the four-inch laps. It has replaced a 36" 10-ply cotton impregnated rubber belt.

Illinois

• **Ted Zitnik of H. Elkan & Co.**, Chicago, has been appointed an assistant to Dickson S. Stauffer, head of the leather and hides section of the Office of Price Stabilization.

• **Cudahy Packing Co.** is completing removal of its sales departments from Chicago to Omaha. The hide department advises that all communications be directed to The Cudahy Packing Co., Hide Department, Union Stock Yards, Omaha 7, Neb. Warren

Whittmann is in charge, assisted by George Boekhoff.

• **Roller Derby Shoe Co.** has been organized at Litchfield to manufacture roller skate shoes.

New Jersey

• **Fashion-Sports Shoe Co., Inc.**, Paterson, has filed petition in Federal Court for approval of an arrangement to pay creditors in full at the rate of five percent on approval and two and one-half percent monthly thereafter. Assets are listed at \$135,104 and liabilities at \$162,857. The firm manufactured women's sport footwear and had offices at 72 Gray St.

• **Dolly Novelty Shoe Co.**, Hackensack, has purchased a factory of 10,000 sq. ft. of floor space at Front and Elmer Sts., Elmer. The shoe company plans to build additional buildings on the property, which has two acres of space. It will make ladies' and children's soft-soled and felt slippers.

• **Frederick L. Eckstrand** has resigned as director of sales of Borne Scrymser Co., of Elizabeth, N. J., and Charlotte, N. C., to enter private business. He will be available for

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Massachusetts

• **Ernest A. Giroux** has been appointed assistant to Samuel Alper, now in charge of stripping vamps and bows at Haley Cate Co., Inc., Everett manufacturer of bindings and stripplings for the shoe trade. Giroux will also assist in style and sales promotion, according to A. R. Giroux, general manager of the company. Edwin Forbes, Jr. has been named to represent the firm in Massachusetts and Ray Payette is covering New Hampshire and Maine.

• **Allied Shoe Co. of Maryland, Inc.**, Hagerstown, Pa., shoe manufacturer, is opening a Boston office at 179 Lincoln St. Principals at the new office are Herman J. Haskell and Hyman G. Spector.

• **Bancroft Shoe Mfg. Corp.** has been organized to manufacture footwear at 253 A St., South Boston. Morris Goldstein is president and Samuel A. Leckar is treasurer.

• Creation of an organization to promote cooperation among built-up heel manufacturers in Massachusetts and raise the standing of the trade has been announced. The new group is named the **Built-Up Heel Council, Inc.**, with offices at 19 Milk St., Boston. President is Justin P. Lavin, while Irving Reiter is vice president and Louis Sapareto is treasurer.

• The Massachusetts Department of Corporations has approved an increase of \$59,900 in authorized capital stock for **Puritan Tannery, Inc.**, 16 Proctor St., Salem. The company plans to boost its capital stock from \$120,000 to \$179,900 by the issuance of 599 shares of common stock at \$100 par value. William L. Templer is president and George W. Cromb is treasurer.

• **Lloyd Laboratories, Lynn**, has announced development of an improved emulsion finish for paper to simulate leather. Better aging and plating qualities are claimed for the new product. Samples are available on request.

• Officers of **Graton & Knight**, Worcester tanner, re-elected at the annual meeting of stockholders include **Arthur A. Williams**, president and chairman of the board; **David S. Williams**, executive vice president;

John C. Manning and Elliott C. Paddock, vice presidents; Ralph S. Tyler, treasurer; Mark M. Patterson, comptroller; George W. Colburn, assistant treasurer; and L. Laurence Doyle, clerk. Consolidated financial report of the firm for fiscal 1950 shows earnings of \$640,545 before dividends, taxes and other charges on gross sales of \$6,468,641. Net profit was \$350,510.

• Liquidation sale by auction of equipment and machinery of **National Shoe Mfg. Co., Inc.**, Worcester, was held on the premises April 3. Auctioneer was Aaron Krock & Co.

• **H. Ernest Munroe** has been appointed assistant to **Arthur I. Loheed**, vice president and general manager of the retail division of **Geo. E. Keith Co.**, Brockton men's and women's shoe manufacturer. Munroe has most recently been manager of the firm's Tremont St., Boston, retail store.

• **Richard J. Potvin** of Brockton has filed answer and counterclaim to civil action brought by **Wall-Mac Shoe Co., Inc.**, of Brockton. The latter is asking that Potvin's patent on manufacture of moccasin shoes be ruled null and void. Potvin claims Wall-Mac has infringed on his patent and that he exclusively licensed R. J. Potvin Shoe Co., Brockton, to make infants' moccasins in accordance with his patent.

• **Thomas Taylor & Sons**, Hudson manufacturer of shoe goring under the trade name **SHUGOR**, reports its new air-delivery facilities were tested recently when a Somersworth, N. H., shoe factory found itself facing a shutdown unless it received an immediate shipment of a Taylor product. A shipment left the Taylor plant at Hudson at 1:00 p.m., was put aboard a chartered plane at nearby Bolton airport and delivered to the shoe plant at 3:00 p.m.

Canada

• Canadian footwear wholesalers' sales increased 0.4 percent in dollar volume during the 12 months of 1950 as compared with 1949, while its inventory position rose 17.9 percent over the previous year, the Canadian government announces.

• **Justus C. Stoner** has been named general manager of **C. S. Hyman Co., Ltd.**, and **Hyman Leather Co., Ltd.**, London, Ont., manufacturer and job-

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THE Rotary WAY

ber of sole leathers. Stoner was formerly sales manager of **John A. Lang & Sons, Ltd.**, Kitchener, Ont. Both Hyman concerns are subsidiaries of Lang, where Stoner is secretary-treasurer.

New York

• The Government of Israel has granted permission to **MHM CO.** of Israel to supply children's shoes and men's and women's apparel without ration points against gift certificates sold by **Walter Easton Co.**, 915 Broadway, New York City. Gift certificates may be sent by friends and relatives in the U. S.

• **Thomas H. Brenna** was re-elected president of **Clapp Shoe Co., Inc.**, Rochester manufacturer of children's footwear, at the annual meeting of stockholders. **G. Jack Zutes** was elected vice president, **Raoul C. Grossi** named treasurer, and **Edward C. Lindren** elected secretary.

• **Kenneth H. Klipstein**, assistant general manager and head of the technical department of the **Calco Chemical Division** of **American Cyanamid Co.**, New York, has been appointed deputy director of the chemical division of the National Production Authority.

• **Silver Leather Co.** has been organized to do business at 73 Gold St., New York City. **Paul Silverman** is principal.

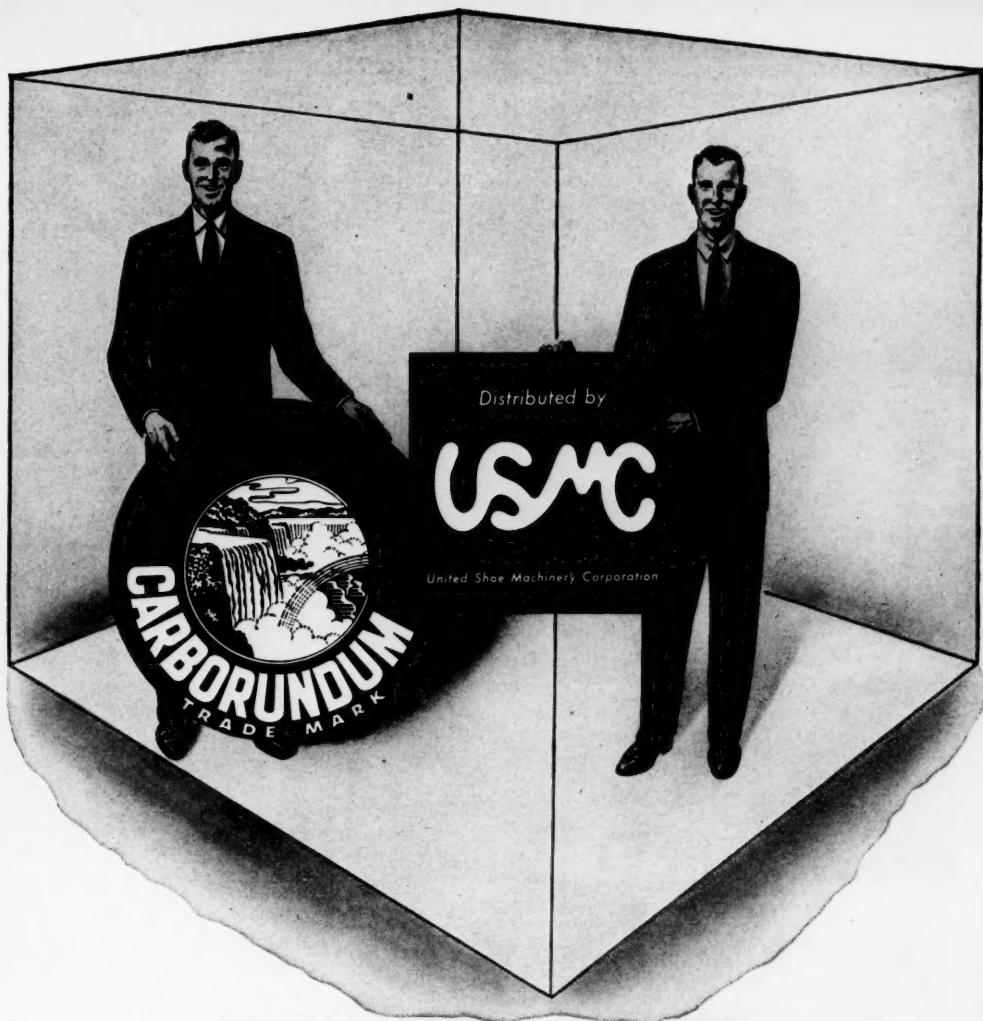
• **Endicott-Johnson Shoe Corp.**, Endicott, N. Y., has announced a 10 percent base pay raise for its 18,500 employees. The company has given bonuses totaling \$8 million in the past three years.

• **William Montgomery**, a member of the board of directors of the Superintendents' and Foremen's Association of New York, has joined **Frosh Shoe Co.**, Lynn, Mass. His departure from New York has left a vacancy on the Association's board. A special directors' meeting will be held shortly.

• **Dominick Farrugio**, formerly lasting room foreman of **Triple Novelty Footwear**, Maspeth, has joined the staff of **Skippy Footwear**, West Hazleton, Pa.

• **Cooke Shoe Co.** has been organized to do business at 47 West 34th St., New York City. **Lawrence E. Cooke** is principal of the firm, which will job shoes.

• **Samco Leather Products** has been organized at 86 East 4th St., New York City. **Solomon Sylberbaum** is principal.



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*"Carborundum" is the registered trade-mark of, and indicates manufacture by, The Carborundum Co.

UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS

• **Damsel Footwear** has been organized in Brooklyn to manufacture women's shoes. **Charles Rosenthal** is president, **H. Liebowitz** is treasurer and secretary, **N. Stern** is vice president. The company will manufacture women's cemented and California process shoes.

• **S. W. Simon Leather Co.**, New York kid tanner, has announced the appointment of **Karl Mayer** as vice president and treasurer. Mayer has been sales manager of the firm.

• **Bernard Schulenklopper**, former head of Delta Footwear, has organized **International Needle Corp.**, at 92 Liberty St., New York, to act as importers of high grade machinery needles. The firm will sell the needles under the trade name of "Inco."

• **Frank Succento** has joined the **Skippy Footwear Corp.**, New York, as stitching room foreman. The firm makes children's California process footwear.

• **Worth Grate** has resigned from the executive staff of **Wohl Shoe Co.**, St. Louis, to enter the real estate business in Long Island, N. Y.

• **Goodall Fabrics, Inc.** has named **Spencer-Universal Corp.** of Chelsea, Mass., as distributor of its coated fabrics for the shoe trade.

• **Criterion Footwear, Inc.**, New York footwear manufacturer, is moving from 583 Broadway to new quarters at 108 12th St., Brooklyn.

• All officers and directors of **Endicott-Johnson Corp.**, Endicott, were re-elected at the company's annual meeting. No dividends were announced.

• **Belding Heminway Co., Inc.**, New York thread and fabrics manufacturer, reports first quarter shipments well ahead of those made in the comparable period last year.

• **National Leather Goods Week** will be held April 16-21. A nationwide campaign is being sponsored by the Luggage and Leather Goods Mfrs. of America, Inc.

• **Thomas W. MacLeod**, president of Stern Brothers, has been named for the 1951 Honor Award, a silver plaque presented annually for outstanding humanitarian service to the National Jewish Hospital at Denver.

New Hampshire

• Preparations are under way in Raymond for the opening of the new plant of **Regis Leather Co., Inc.**, which will have 32,000 sq. ft. of floor space. The firm will employ 100 workers at the start.

• **J. F. McElwain Co.** has granted a two and one-half percent wage increase to some 4000 employees in its Manchester and Nashua, N. H., and Athol, Mass., plants. This brings total wage increases since last Fall to 10 percent. Workers were given a seven and one-half percent pay boost last Dec., retroactive to Sept., 1950.

Washington, D. C.

• **Lucky Shoe Co.** in Trieste, Italy, recently opened by several American shoemen with ECA aid and American machinery, has been eliminated from consideration on its bid to supply the Quartermaster with hospital slippers. The company was removed from the bid list after A. Starensier Co. of Haverhill filed a protest with Congressman William H. Bates.

Popular Leathers

FOR 50 YEARS

	CHROMALINE	
	CELALINE	
	ELK	
	LINING SIDES	



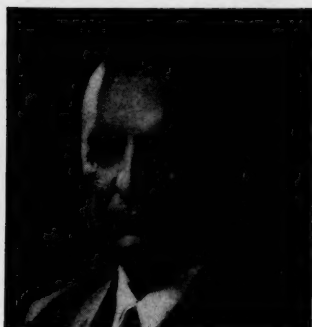
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EXCLUSIVE SALES REPRESENTATIVE:

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OFFICERS OF ST. LOUIS SHOE MFRS. ASSOCIATION



S. Bland
President



Sam Wolff
1st Vice President



A. V. Wheeler
Treasurer

SHOE SHOW

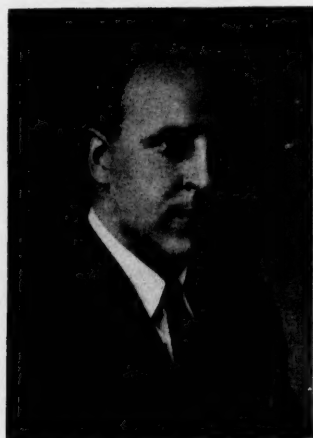
(Continued from Page 7)

of slower production due to shifts in factory personnel, is expected to create slower deliveries for retailers. As a result, we may well see some major shifts in buying procedures.

For example, buying may be advanced appreciably—by 30 to 60 days—so that retailers will be assured of deliveries in time for seasonal use. Buying in smaller quantities and with greater frequency may also become part of the pattern. This was the pattern of the last war, and, to a smaller but significant degree, may become the pattern during the period of expanded mobilization ahead.

St. Louis shoe manufacturers will turn out approximately 2,000,000 pairs of military footwear during 1951, or about 10 percent of the total national output of military shoes. This military pairage (requiring, incidentally, more leather and other products than the average civilian shoe), will be in addition to regular civilian shoe output in this area.


St. Louis shoe manufacturers are expecting no government controls on footwear other than price ceilings already imposed. The reaction here is very strong on price ceilings, the consensus being that when this order comes up for hearing, the shoe manufacturers will receive an increase in ceiling prices to compensate for



T. F. Schroth
2nd Vice President



Arthur Gale
Secretary and Manager



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Cutting, Perforating and
Marking Machines and Dies
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Write for Full Particulars

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Manufacturers

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<u>OLCOTROP</u>	<i>Shark</i>	} For The Famous
<u>CARIBBEAN</u>	<i>Shark</i>	
<u>EASTERN</u>	<i>Shark</i>	} FOR SHOES—LUGGAGE
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ONCE—THEN ALWAYS

Transmission, Bridle, Strap
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SUPEREES—the superlative leather!



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**LYNN
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 PLATFORMS
 WEDGIES**

the higher prices of materials and labor.

Rationing, however, is seen as a possibility by virtually no one here—unless, of course, all-out war occurs. More concern right now is being shown over the allocation of materials by producers than over government controls.



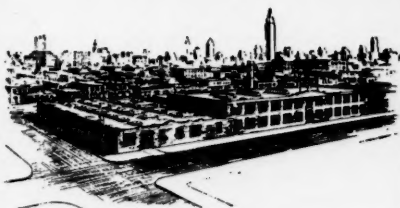
Miss O. Oetter
 Asst. Secretary

The combination of all these factors has created an unusually high interest in the forthcoming St. Louis Shoe Show. Retailers are particularly anxious to learn about the situation on deliveries, on prices, and other matters concerning the operation of their business as influenced by government mobilization and its far-reaching effects. Manufacturers, too, will seek out retailer attitudes concerning buying plans. Of special interest to these manufacturers will be any trend toward new price lines by retailers. For instance, if retailers feel squeezed by the present cost-plus ceilings which fail to take into account rising costs of wages, overhead and other expenses, then it is probable that some compensating shifts in price lines will occur. Just what these may be is too early yet to ascertain, but some answers should come out of the show.

Important shifts are also expected to occur in types of footwear and materials used therein. The trend toward more rubber or nuclear soles, for example, partly as a result of sole leather shortages and high prices. A shift to increased use of fabric uppers as a hedge against high leather prices and possible leather shortages over the coming months.

This could necessitate changes in styling factors—changes necessary to adapt to other materials. However, virtually none see any deterioration in quality as a result of such changes. As one manufacturer points out, "It would be foolhardy for us to lower

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Artisan Controlled

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WATERPROOF *Upper Leathers*

The quality of leather is determined by the skill of the artisan who controls the production. Since the turn of the century, Manasse-Block has built a force of artisan workmen who produce leathers of uniform quality.

GRIZZLY WATERPROOF SIDES
(Full Grain)

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(Corrected Grain)

Two superior "Artisan Controlled" Upper Leathers for Logger's, Engineer's, and Hunter's Boots, and Work Shoes. Use them with confidence for uniform high quality; they will satisfy your requirements.

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We have been manufacturing paper boxes for 98 years and today we occupy 90,000 feet of floor space which enables us to efficiently serve St. Louis shoe manufacturers with cartons of modern design and construction.

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for Shoes

"Nu Calf"

Natural Sheepskins

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DALLAS

our quality and jeopardize the huge investment we have built in our product, the reliability of the company's name, and our advertising expenditures in promoting the brand. To protect these and retain our customers we have no choice but to maintain our standard of quality, regardless of conditions."

More than 17 percent of the nation's total shoe production emanates from the St. Louis area. The world's two largest shoe manufac-

turers are situated here. More than half of the nation's total brand-name shoe advertising comes from St. Louis firms. It is a vast and important shoe market. Its annual exhibition of its wares is a significant event for the nation's shoe buyers—and this year the interest in the St. Louis Shoe Show is even more intensified by recent changes in the government economy. It is no wonder that St. Louis will have its biggest show ever.

NEW DEVELOPMENTS

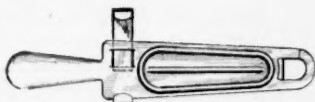
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The method has been evaluated in several experiments, designed for statistical analysis, in which the effects of a number of possible variables were studied. It was found that the procedure when applied to rubber is characterized by a standard deviation of 0.023 percent. For accurate work, allowance must be made for incomplete recovery of all the water in the sample. In the case of rubber, the recovery is about 96 percent.

Source: U. S. Bureau of Standards, Washington 25, D. C.

SHOE STRAIGHTENER

A shoe tree which operates outside the shoe, acts as a hanger by which the shoe, if wet, can be hung out from a wall to prevent dripping on the wall-paper or paint, permitting air to circulate freely around and into the shoe. It can even serve as a shoe horn.



A lip is provided at the one end, under which the shoe sole is inserted. A slide, placed at right angle to the main body of the tree, slides to accommodate the width of any shoe sole, and grips the sole either side, with a lip similar to the one which holds the shoe's toe.

Opposite to the toe-gripping end is a handle, curved to serve also as a shoe horn. This handle curves upward sufficiently to project a shoe in the device outward from the wall, to which it can be hung through an orifice at the toe end, as illustrated.

Source: M. Goldsberry, Frankfort, Ind., Pat. No. 2,519,244.

NEW THREADS IN WELTING MACHINES

The introduction of such threads in welting machines as Nylon, Rayon, and Vinyon all call for a new technique in welting, and in making of tighter inseams. For example, an expansible Nylon thread is also contractible. In fact, the strength of Nylon has much to do with this designed quality of expansibility under great duress without breaking. Thus, Nylon may supplant cotton and linen when a tighter and more enduring seam is desired.

PRE-FINISHES

FOR EDGES ON

RUBBER and LEATHER SOLES

Beautiful and durable finishes in popular browns and black with a method of application that is inherently clean and fast. New Standards of quality at new high production levels.

We supply the simple unit needed to finish 240 cases a day with one operator without royalties or contract obligations.

CONTACT US FOR TRIAL SAMPLE AND UNIT



GAGAN BROTHERS

Manufacturing Chemists

EVERETT, MASS.

CHEMICAL SPECIALTIES FOR THE SHOE AND LEATHER TRADES

Put Your *Eye* on SALES at a PROFIT

Quality pays off! Every time your needle's eye threads CHAMPION silks by Gudebrod, you sew in quality and save up sales. Like a true CHAMPION, Gudebrod thread performs with precision, speed and economy under grueling tests of time.

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SEWING SILKS

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GUDEBROD



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Send today for TESTING
SAMPLES in either silk
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FOR FOOT HEALTH

Leading dermatologists agree there is
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"Leather lets the feet breathe"

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it's difficult to
plan ahead these days . . .**



**. . . but, like yourself, we're exerting
every effort to maintain the highest possible
standards of service and quality!**



**Where substitute designs
are in order, we'll be pleased
to make recommendations
based on years of experience
and our reputation as the
World's Largest Manufacturer
of Buckles and Ornaments!**

**And it's quite possible—despite
shortages of certain
basic materials—that our tremendous
inventory may provide exactly the items you
require!**

F. RONCI CO., INC.
CENTRAL, RHODE ISLAND

**Remember—you can't buy better than
the best . . . so make it your business
to contact RONCI first!**

To use these new threads successfully, and without the use of any lubricant, a change in the WTG machine is now adapted to use the kind of thread whose expansibility makes for great tensile pull, and whose contractibility makes for a delayed action, in turn making for a super-tight inseam.

In this machine the principal changes are a heavy spring in the auxiliary take-up cage, holding down the take-up plunger firmly with more than twice the former pressure; a longer and heavier spring onto the brake of the back tension; and an apparent tightening up of the governor control. These simple additions, with suitable adjustments, make the use of the threads described highly desirable for making shoes that do not spread in process of wear.

Source: United Shoe Machinery Corp., 140 Federal St., Boston; Pat. No. 2,516,861.

Machine For Cutting, Creasing and Embossing Leathers

This is a new combination of heavy duty. Stripping, Creasing & Embossing Machine that cuts, creases and embosses all types of leathers in one operation. This machine is capable of handling maximum thicknesses down to the thinnest leathers. Continuous trouble-free operation is assured by the simple, sturdy construction. The machine comes



equipped with 10 knives, 10 spacers and electric heating element.

Source: Fortuna Machine Co., 153 Waverly Place, New York 14, N. Y.

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for expert help, selling
agents, representatives, etc.**

**They get results—
only \$2.50 per inch**

**Send copy to Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.**

SHOE SUPPLIES

(Concluded from Page 10)

Lasts

Wooden blocks and steel, the two main materials in manufacturing lasts, are in short supply but not critical.

Due to military uses of hard rock maple, this product is expected to be under allocation in the near future but this is not expected to curb the supply of last blocks too severely.

Inventories of last manufacturers are lower than 1950 but they still have a fair margin to work on. Prices are approximately 10 percent higher than last year.

The labor situation is causing more concern among the cutting die makers than the steel shortage. Although the shortage of steel would normally be a set-back in producing dies, the skilled labor shortage is much more acute at this time. The men trained in this industry are going to work on military needs.

THE INDUSTRY'S GUIDE BOOK ON TANNING

TANNING PROCESSES, by August C. Orthmann, international leather authority. This 414-page technical classic includes the newest of practical information in the industry. Price \$12.50. Rumpf Publishing Co., 300 W. Adams St., Chicago 6, Ill.



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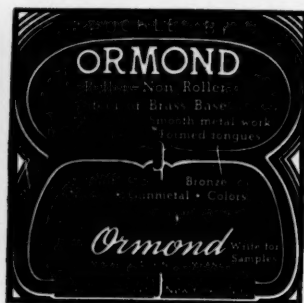
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Tanganyika now has a new *packing house*. It covers 10,000 square feet, is the largest in Africa, cost \$2,000,000, employs about 900. It will process about 500 cattle daily. Modern slaying and other hide equipment is being used.

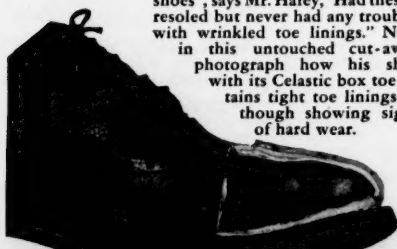


Here's Another Proof of Celastic® Performance

Busy Parking Attendant Reports Freedom From Toe Discomfort



Mr. Edward Hafey, parking lot attendant, of 181 Chelsea St., East Boston wore these shoes in all kinds of weather for 5 months. "I'm hard on shoes", says Mr. Hafey. "Had these resoled but never had any trouble with wrinkled toe linings." Note in this untouched cut-away photograph how his shoe with its Celastic box toe retains tight toe linings although showing signs of hard wear.



*"CELASTIC" is a registered trademark of the Celastic Corporation.

A parking lot attendant's job calls for plenty of footwork! In and out of cars, on hard pavement most of the day, he looks for utmost comfort in his footwear. Like policemen, nurses, sales people and others who make a living on their feet — he finds added toe comfort in shoes with Celastic box toes.

Most people realize how uncomfortable wrinkled and loose toe linings can be. Celastic eliminates this common source of irritation by fusing the lining, box toe and doubler in *one sag-free, wrinkle-free unit*. This comfort "bonus" costs very little — pays for itself many times over in *loyal customers!*

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

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QUALITY
Leathers
U.S.A.

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... Nefty, smooth,
burnished
semi-aniline
sides ...

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- 1602 Locust St.
- LIEMAN-CUMMING San Francisco
- 718 Mission St. (Pacific Coast and Orient)
- EDGAR A. HERTZ
- One Chesterfield St.
- Mayfair, London W.1, England (Export Director)

Tannery and General Offices
GIRARD, OHIO

The government of East Africa is planning large-scale destruction of the crocodiles which infest its coastal waters. A water-poisoning technique will be used. Then "floating factories" will process the dead crocodiles on the spot, as they must be stripped within a few hours after death. All parts of the crocodiles will be commercially utilized. The floating-factory idea is the same as used for shark fishing. About 2,000 crocodiles monthly are now killed in East Africa.

Egypt

Efforts are now being made to increase the livestock numbers with imported stocks. Present livestock population is 900,000 cows and oxen; 480,000 buffaloes; 1,200,000 sheep; and 1,100,000 goats.

More Tanneries Now

The local leather industry can supply most of the country's needs. The last war gave impetus to the leather industry, resulting in the establishment of more tanneries. Some tanneries are modernly equipped. Better quality hides and skins are coming now due to improved flaying. Since the war, the supply of prime domestic hides has increased 4 percent. However, the bulk of domestic leather is of inferior quality. About 85 percent of the leather is domestically consumed.

More Chrome-Tanned

More chrome-tanned leather is being produced. The 1949 output was 5,500,000 square feet as compared with 3,250,000 in 1948. One Alexandria tannery is producing good quality patent leather—about 10,000 square feet a week. Attempts to produce good chamois leather have been unsuccessful here.

Shoe production in 1949 was 4,380,000 pairs, about the same as 1948. Chief shoe producing center is Damietta, followed by Alexandria and Cairo. A new shoe factory, modernly equipped (about 75 new machines), will produce two to three thousand pairs a day. It was opened recently. The shoes will be sold at or near cost to school children and the poor. The factory was financed by public contributions. Annual capacity is 600-700 thousand pairs—enough to furnish the needs of about half the country's school children.

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- ✓ "RIGHT" IN COLOR
- ✓ "RIGHT" IN FASHION

Elk, Smooth, Alligator Grains ... Sides and Kips ... in staple shades, and in high colors.

Write for free Swatches

N. BREZNER & CO., INC.
BOSTON 11, MASS. TANNERY PENACOOK, N. H.

"PODOMETRICS"

IS NOT A

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It's a new shoe science dealing with lasts, shoes and feet. A new book: **PODOMETRICS — A New Dimensional Approach to Lasts, Shoes and Feet.** What's wrong with the shape and fit of today's shoes—and what can be done about it. Nineteen thought-stimulating chapters, 100 illustrations. Price \$2.50. The Rumpf Publishing Co., 300 W. Adams St., Chicago 6, Ill.

Algeria

The livestock population has shown a steady increase, and substantially larger quantities of goat and sheep skins and hides have been available for export.

The country has 15 tanneries, supplying about 30-40 percent of the country's leather requirements. The remainder is imported—mostly better grade leathers. Most of the tanneries are privately owned by the same families who have run them for

generations. The productive capacity of the leather industry is as follows: vegetable-tanned sole leather, 600 tons; upper and lining leathers are divided as follows: cow, 120,000 square meters; goat, 30,000 dozen; sheep, 40,000 dozen; horse, 6,500 pieces; harness and saddlery, 50 tons.

South Africa

The serious shortage of rawstock continues. Also of desired types of leather. The government wants a

minimum of 100,000 hides a month for the tanning industry. Monthly consumption is about 60,000, though supplies in recent months have at times fallen below 50,000. Local consumers have complained that the best hides are being exported to get higher prices. Drought and reduced slaughters have also been contributing factors. Many tanneries have been on a part-time basis of operation.

Revised allocations and upped price ceilings on hides are expected to im-

FIRST QUALITY

Many manufacturers who carefully guard their built-up prestige insure the superior quality of their products by using THIELE LEATHERS, because they have entire confidence in Thiele's set policy of uniformly-high standard quality through every phase of Tanning.

● SPORTING GOODS and GLOVE LEATHERS ●
GARMENT ● HORSE ● COW BELLIES ● DEERSKINS ● SPLITS
Also Contract Work

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FULL CHROME TANNED
LAMBSKINS

WINSLOW BROS. & SMITH COMPANY

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YESTERDAY—TODAY—
ALWAYS!

DERMABATE

COMPOUNDS AND LIQUID EXTRACTS
AMERICAN EXTRACT CO. PORT ALLEGANY, PA.



- Guaranteed Ankle comfort
- Firm Side Wall
- One piece — Not Laminated
- Hugs the wood
- Trim Top Line
- Flexible-Resilient
- Non-Squeak
- Solid Seat

... and assures you the ultimate quality plus beautiful footwear

VAN HORNE-KAESTNER LEATHER CO.
1911 SOUTH ALLIS ST., MILWAUKEE 7, WISC.

GENUINE KANGAROO SUEDE KID

UNIFORMITY

DEPENDABILITY

BLACK GLAZED KID KID LININGS

SURPASS LEATHER COMPANY
9th and Westmoreland Sts., Philadelphia 40, Pa.

REACH the Right People!

... those who are most likely to need what you have to sell.

• You can do it—very easily too!—with a one inch single column "Want Ad"—for \$2.50 a week—certainly not an obstacle to keep you from utilizing this valuable resource! ... in the magazine voted first choice by shoe and leather manufacturers through nation-wide polls.

• Use L&S "Want Ads" to attract the attention of practically all those you want to reach. It's the easiest and most effective way.

• Mail your "Want Ad" in—now—to:

LEATHER and SHOES

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Chicago 6, Ill.

prove supplies locally. Tanners especially need light and medium weight hides in the better grades. *Allocations of hides* to tanners are now based on 75 percent of controlled centre wet-salted hides against 35 percent for export; and 80 percent non-controlled area hides against 20 percent for export. The latter includes all types.

Export Most Wattle

Wattle exports were lower in 1950 than in 1949. Figures for the first nine months of 1950 for exports: bark, 96,900,000 pounds (compared with 118,000,000 for first nine months of 1949), and 140,600,000 pounds of extract (157,800,000 for 1949). Lateness of summer rains effected growers deliveries of bark in 1950. About 93 percent of domestic wattle output is exported, the rest domestically consumed. For the first time, in 1949, wattle extract production exceeded 100,000 tons in South Africa. South African producers have shown increasing concern about the U. S. shift to more use of the bark, less of the extract.

The wattle industry has been faced with a greatly expanded demand due to world shortages of vegetable tanning materials. Recently, 500,000 acres of additional wattle plantings were set up.

Bagworms, a destructive pest on wattle trees, are now being eradicated by a new spray solution—Benzene Hexachloride dissolved in Deisel oil—which kills 60-80 percent of the pests.

Sheepskin prices recently reached a new high level here.

Tanners' Yearly Figures

Local tanners annually consume the following amount of *rawstock*: 1,225,000 cattlehides (about 60 percent wet-salted); 350,000 goatskins; 150,000 sheepskins. About 60 percent of the sheep and goat skins are used for linings.

Hide and skin dealers are complaining about the restrictions on amounts of exports allowed by the government, preventing them from realizing higher world prices. Hide prices allowed by the government are only slightly higher than prewar levels. Meanwhile, tanners are allowed to export 10 percent of the finished leather output based on these cheap hide prices. Other governments are complaining about the low cost of these leathers coming into

their country to compete with higher priced leathers of their own industry. Belgium has already prohibited import of South African leathers.

South African leathers often have irregularities of weight and grading and quality. About 20 percent of the side upper leather now imported could be replaced by domestically tanned hides if the leather were available in good enough quality.

The country has 85 shoe factories. Leather shoe production averages about 12-13 million pairs a year, plus 1,700,000 pairs of rubber-soled slippers with fabric or leather uppers. Annual domestic consumption is about 11,000,000 pairs.

Not Enough Leather

Shoe manufacturers have been complaining about insufficiency of leather supplies. The shoe industry needs a monthly supply of 72,500 hides. Though bulk supply has been adequate, desired types and qualities of leather have been lacking. Shoe manufacturers have had good orders but have had difficulty filling them because of leather shortages—though there has been gradual improvement. Shoe producers are reluctant to pay high overseas prices for leathers—prices substantially above the low-priced levels of domestic leathers.

About 5-7 percent of the domestically produced shoes are exported. These imports have been increasing to India and Canada.

It is expected that the government will soon decree that all men's shoes must bear a quality brand to protect consumers from shoddy products. The brand will consist of a Bureau of Standards "acceptable" marking on the shoes.

Shoe prices have climbed somewhat, especially with higher prices of imported leathers. Prices are government-controlled, but increases have been allowed to meet higher costs. Shoe manufacturers in some instances are turning to synthetic materials, particularly for soles.

There are about 15,000 workers employed in the leather and leather products industries. Labor-management relations in the shoe industry are reported as excellent. The National Union of Leather Workers is one of the best organized in the country—is cited as a model by other South African labor unions. A large percentage of Negroes are employed in the shoe industry, chiefly at unskilled operations.

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PATERSON, N. J. • BOSTON, MASS.

Deaths

G. Kimball Clement

... 63, retired shoe manufacturer, died at his home in Haverhill, Mass., on March 20. Well-known in the New England shoe trade, he had been retired for the past few years. He was also a prominent banker and socially prominent member of the Myopia Hunt Club in Beverly, Mass.

Edgar E. Morris

... 56, works manager of the Brown Co., manufacturer of shoe innersoles and other products at Berlin, N. H., died recently at a hospital in Portland, Me. A native of Gorham, N. H., he joined Brown's accounting department nearly 40 years ago and became superintendent of the paper division in 1932. In 1944 he was promoted to works manager and became responsible for the plant's manufacturing operations.

Allan J. MacPhail

... 52, shoe executive, died March 31 at Rutland Veterans Hospital, Worcester, Mass. He had been associated with the shoe industry for more than 30 years and was eastern representative of Johnson, Stephens & Shinkle Co., St. Louis, for the past 15 years. He entered the shoe business following service in the Navy during World War I. He leaves his wife, Alice; a son, Donald; a sister, Ethel J.; and three brothers, Robert B., Ainslie L. and Donald J.

Andrew Roaf

... 83, retired shoe manufacturer, died last week in St. Petersburg, Fla., where he had been spending the winter. A native of Newburyport, Mass., Roaf was one of the original partners in the firm of George A. Learned Co. He retired in 1929 and had spent the last 22 winters in Florida. A former member of the Newburyport fire department, he was also a city councilman at one time. He leaves two sons, Leland and Gordon W.

Clarence A. Fisher

... 81, retired shoe counter manufacturer, died recently in Brockton, Mass. At one time superintendent of the W. L. Douglas Shoe Co. plant in Brockton, he later opened his own shoe counter plant and was active in the business until he retired several years ago.

Frank J. Hood

... 73, retired shoe executive, died recently in Good Samaritan Hospital, Cincinnati, O. A native of Newport, he had lived in Prince Hill for many years. He had retired in 1948 after serving 41 years as branch manager of the George R. Cummings, Jr., Co., St. Louis shoe supplies manufacturer. He was one of the oldest members of the Cincinnati Shoe and Leather Club and well known throughout the trade for many years. Surviving are his wife, Millie Stamm; and two sisters, Mrs. Harry Timmer and Mrs. Mayme Rentz.

George K. Clement

... 62, retired shoe manufacturer, died recently at his home in Haverhill, Mass. A graduate of Harvard, class of 1912, he became associated with the shoe business shortly thereafter. In a few years, he helped found with Edwin L. Jacques the Jacques & Clement shoe manufacturing firm in Haverhill. This was dissolved in 1927 when he entered the insurance and other businesses. He was a bank official and former city water commissioner.

Robert I. Wood

... former shoe manufacturing executive, died April 1 in a Brockton, Mass., hospital after an illness of two years. A native of Norway, Me., he had lived in Brockton for the past 11 years and was associated with the shoe manufacturing business for many years. A retired executive of the Knapp Shoe Co. in Brockton, he had also served with R. P. Hazard Co. of Gardiner for 16 years and Wall Streeter Co. of North Adams, Mass., for 13 years. He was active in organizational affairs. Survivors include his wife; a son, Ivan G.; a daughter, Mrs. William Slattery; four brothers, a sister, seven grandchildren and two great-grandchildren.

• **Haley Cate Co., Inc.**, Everett and St. Louis maker of stripping, binding, piping, stripping vamps and bows, has appointed **Al Cox** of McAdoo & Allen, Philadelphia, as agent in Pennsylvania, Maryland and New Jersey, according to A. R. Giroux, general manager.

• **S. E. Gordon** of James Gordon & Co., Liverpool, has been elected president of the **Hide and Skin Shippers and Agents Association**. Other officers include D. W. Harland of Wilcox Moflin, Ltd., London, as vice president, and B. B. Vos of B. B. Vos & Son, Ltd., honorary treasurer.

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TAPS
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HEADS

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Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$3.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

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- 1—Bowers Glazing Jack
- 1—Turner Iron Frame Rolling Jack
- 1—72" Whitney Model M Fleaser
- 1—Turner 72" Drum Scudding Machine
- 2—Turner 12" Shaving Machines
- 2—Turner 5" Buzzel Buffing Machines
- 1—Slocumb Model A Staking Machine
- 1—72" Nightingale Measuring Machine
- 1—30" Rolling Machine
- 1—Pendulum Whitening Machine, Iron Frame, Spiral Cylinder
- 1—J. H. Day Size D Sifter and Batch Mixer with Agitator (new)
- 1—6 ft. Stealing Continuous Feed Brushing Machine, direct motor drive

These machines, which are located in Canada, are all in good operating condition and open for inspection. Address C-19, c/o Leather and Shoes, 300 W. Adams St., Chicago 7, Ill.

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WANTED: Tan Wheels and Paddle Wheels in first class condition. Also Shaving and Buffing Machines and a splitting machine. Send full description as to size and condition, also price. Address D-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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\$30.00 PER TON paid for Chrome Split Trimmings provided it contains a large percentage of shoulders and pieces of fair size. \$110.00 per ton paid for Pickled Shoulders Splits and Trimmings of fairly good size. We use this material in a continuous flow of carload lots. Send along description and prices to D-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Machinery for Sale

FOR SALE: Four 12" Turner Shaving Machines; three Turner E Serial Table Setting-out Machines. Also one Baker-Layton 5' Seasoning Machine. Address D-9, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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Weekly 3,000 Pickled Split Bellies,

90% big packer take-off,
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to carry a side line of medium priced, type women's shoes. Give territory traveling and trade connections. Write Box X-23, c/o Leather and Shoes, 10 High St., Boston, Mass.



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Excellent opportunity offered in New England to proven tanner to take complete charge of split division. Excellent salary and bonus arrangement. Unlimited opportunity to right man. Write giving resume of past experience. Your letter will be treated with complete confidence. Box X-25, c/o LEATHER AND SHOES, 10 High St., Boston, Mass.

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EXTENSIVE EXPERIENCE in the development of resin emulsions, synthetic and natural rubber latex adhesives for use in shoe factory operations, industrial applications, and the fabric combining field. Technical sales experience. Address D-5, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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Coming Events

April 15-18, 1951 — Fifth Annual Fall Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Hotel Statler and other leading St. Louis hotels.

April 15-19, 1951—Advance Fall Shoe Show. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine, Boston.

April 21-25, 1951 — Southeastern Shoe Travelers' Show, Biltmore, Hotel, Atlanta.
May 6-9, 1951—Fall Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Texas.

May 6-10, 1951 — Popular Price Shoe Show of America showing for Fall 1951. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 13-17, 1951 — Shoe manufacturers' annual Fall Showing at Parker House, Boston.

May 19-26, 1951—National Foot Health Week, sponsored by National Foot Health Council.

May 20-22, 1951—Third Factory Management Conference, sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.

May 27-29, 1951—Mountain States Fall Showing, sponsored by Mountain States Shoe Travelers Association. Albany Hotel, Denver, Col.

June 11-12, 1951—Seventh Annual Meeting of National Hide Association, Muehlebach Hotel, Kansas City, Mo.

June 11-14, 1951 — 1951 annual meeting of American Leather Chemists Association. Hotel Griswold, Groton, Conn.

June 24-27, 1951—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers Association, The Ambassador, Atlantic City, N. J.

July 22-25, 1951 — Baltimore Shoe Show, sponsored by the Baltimore Shoe Club. Lora Baltimore Hotel, Baltimore, Md.

Aug. 21-22, 1951 — Official Opening of American Leathers for Spring and Summer 1952. Sponsored by Tanners' Council of America. The Waldorf-Astoria, New York City.

Oct. 29-Nov. 1, 1951 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

October 25-26, 1951—Annual Fall Meeting of Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

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**GREATER
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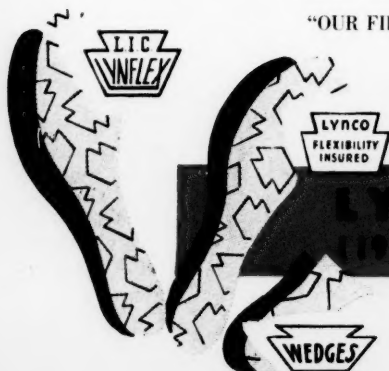


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